### CONTRACT



**WSFA** 12 East Delano Ave. Montgomery, AL 36105 (334) 288-1212

www.wsfa.com

And:

Greer, Margolis, & Mitchell 1010 Wisconsin Ave Suite 800 Washington, DC 20007

	Contract / Re	<u>vision</u>		Alt Order #	
	1858711	1		08870837	
<u>Product</u>				<del></del>	
HIGHWAY 31					
Contract Dates	Estimate #				
11/30/17 - 12/12/17	6109				
<u>Advertiser</u>	•		Ori	ginal Date	/ Revision
ISS/Highway 31			1	1/29/17	/ 11/29/17
	Billing Cycle	Billing	Cal	<u>endar</u>	Cash/Trade
	EOM/EOC	Broadc	ast		Cash
	Property	Accour	it E	xecutive	Sales Office
	WSFA	Ryan E	ddi	ns	HRP-Washingto
	Special Hand	ing			·
	•				
	<u>Demographic</u>				
	Adults 35+				
	Agy Code	<u>Adverti</u>	ser	Code	Product 1/2
		361			385
	Agency Ref			Advertiser	Ref

*Line Ch Start Date End Date Description	Start/End Time	Spots/ Days Length Week Rate	Type Spo	ots	Amount
N 1 WSFA 12/03/17 12/10/17 WSFA News Sunday AM  Start Date End Date Weekdays Spots/Week  Week: 11/27/17 12/03/171 1  Week: 12/04/17 12/10/171 1	9-930a <u>Rate</u> \$75.00 \$75.00	:30	NM	2	\$150.00
N 2 WSFA 11/30/17 12/01/17 NBC Today 2 <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 11/27/17 12/03/17TF 2	9-10am <u>Rate</u> \$250.00	:30	NM	2	\$500.00
N 3 WSFA 11/30/17 12/01/17 NBC Today with Kathie Lee  Start Date End Date Weekdays Spots/Week  Week: 11/27/17 12/03/17TF 2	10-11am <u>Rate</u> \$250.00	:30	NM	2	\$500.00
N 4 WSFA 11/30/17 12/01/17 ALABAMA LIVE @ 11A <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 11/27/17 12/03/17TF 3	11-1130Am <u>Rate</u> \$75.00	:30	NM	3	\$225.00
N 5 WSFA 11/30/17 12/01/17 ALABAMA LIVE @ 1130AM	1 1130A-12P <u>Rate</u> \$75.00	:30	NM	3	\$225.00
N 6 WSFA 11/30/17 12/01/17 WSFA 12 News at Noon <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 11/27/17 12/03/17TF 3	12-1230pm <u>Rate</u> \$250.00	:30	NM	3	\$750.00
N 7 WSFA 11/30/17 12/01/17 NET Days of Our Lives  Start Date End Date Weekdays Spots/Week  Week: 11/27/17 12/03/17TF 1	1230-130p <u>Rate</u> \$350.00	:30	NM	1	\$350.00
N 8 WSFA 11/30/17 12/01/17 RIGHT THIS MINUTES <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 11/27/17 12/03/17TF 2	130-2p <u>Rate</u> \$75.00	:30	NM	2	\$150.00
N 10 WSFA 11/30/17 12/01/17 JUDGE JUDY 2ND RUN <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 11/27/17 12/03/17TF 3	3-330p <u>Rate</u> \$135.00	:30 •	NM	3	\$405.00
N 11 WSFA 11/30/17 12/01/17 Today in Alabama 430am	430-5a	:30	NM	2	\$50.00

(\* Line Transactions: N = New, E = Edited, D = Deleted)

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 Contract / Revision
 Alt Order #

 1858711 /
 08870837

 Contract Dates
 Product
 Estimate #

 11/30/17 - 12/12/17
 HIGHWAY 31
 6109

	Start/End	Spots/			
*Line Ch Start Date End Date Description	Time	Days Length Week Rate	TypeS	pots	Amount
Start Date         End Date         Weekdays         Spots/Week           Week: 11/27/17         12/03/17        TF         2	<u>Rate</u> \$25.00				
N 12 WSFA 11/30/17 12/01/17 JUDGE JUDY 1ST RUN	330-4p	:30	NM	3	\$405.00
Start Date         End Date         Weekdays         Spots/Week           Week: 11/27/17         12/03/17        TF         3	<u>Rate</u> \$135.00		İ		
N 13 WSFA 11/30/17 12/01/17 WSFA 12 NEWS AT 4PM	M-F 4-430P	:30	NM	3	\$405.00
Start DateEnd DateWeekdaysSpots/WeekWeek: 11/27/1712/03/17TF3	<u>Rate</u> \$135.00				
N 14 WSFA 11/30/17 12/01/17 WSFA 12 NEWS AT 4PM	M-F 430-5P	:30	NM	3	\$525.00
Start Date         End Date         Weekdays         Spots/Week           Week: 11/27/17         12/03/17        TF         3	<u>Rate</u> \$175.00		l		
N 15 WSFA 11/30/17 12/01/17 WSFA 12 News at Five	5-530pm	:30	NM	4	\$1,700.00
Week: 11/27/17 End Date Weekdays Spots/Week	<u>Rate</u> \$425.00	•			
N 16 WSFA 11/30/17 12/01/17 WSFA 12 News at Six - MF		:30	NM	4	\$3,200.00
Start Date End Date Weekdays Spots/Week	Rate	.00		•	40,200.00
Week: 11/27/17 12/03/17TF 4	\$800.00			_	
N 17 WSFA 12/02/17 12/09/17 WSFA 12 News at Six-Sat Start Date End Date Weekdays Spots/Week	Sa 6-7pm Rate	:30	NM	2	\$400.00
Week: 11/27/17 12/03/171- 1	\$200.00				
Week: 12/04/17 12/10/171- 1	\$200.00				
N 18 WSFA 12/03/17 12/10/17 WSFA 12 News at Five-Sur Start Date End Date Weekdays Spots/Week	າ Su 5-530p Rate	:30	NM	2	\$450.00
Week: 11/27/17 12/03/171 1	\$225.00				
Week: 12/04/17 12/10/171 1	\$225.00				
N 19 WSFA 11/30/17 12/01/17 ENTERTAINMENT TONIGI	• _	:30	NM	3	\$1,050.00
Start Date         End Date         Weekdays         Spots/Week           Week: 11/27/17         12/03/17        TF         3	<u>Rate</u> \$350.00		l		
N 20 WSFA 11/30/17 12/01/17 WSFA 12 News at Ten - MF	10-1035pm	:30	NM	4	\$2,000.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 11/27/17 12/03/17TF 4	<u>Rate</u> \$500.00				
N 21 WSFA 12/02/17 12/09/17 WSFA 12 News at Ten - Sa		:30	NM	2	\$700.00
Start Date	Rate	.30	IVIVI	2	\$100.00
Week: 11/27/17 12/03/171- 1	\$350.00				
Week: 12/04/17 12/10/171- 1  N 22 WSFA 11/30/17 12/01/17 Today in Alabama 5am	\$350.00	.20		0	0000.00
N 22 WSFA 11/30/17 12/01/17 Today in Alabama 5am <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u>	5-530a Rate	:30	NM	3	\$600.00
Week: 11/27/17 12/03/17TF 3	\$200.00				
N 23 WSFA 12/03/17 12/10/17 WSFA 12 News at Ten - Su		:30	NM	2	\$450.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 11/27/17 12/03/171 1	<u>Rate</u> \$225.00		l		
Week: 12/04/17 12/10/171 1	\$225.00				
N 24 WSFA 12/03/17 12/10/17 WSFA 12 NEWS @ 1030P	S1030-11P	:30	NM	2	\$450.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 11/27/17 12/03/171 1	<u>Rate</u> \$225.00				
Week: 12/04/17 12/10/171 1	\$225.00	•			
N 25 WSFA 11/30/17 12/01/17 Tonight Show	1035-1137pm	:30	NM	3	\$600.00

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 HIGHWAY 31
 6109

 Advertiser
 Original Date / Revision

 ISS/Highway 31
 11/29/17 / 11/29/17

	Start/End	Spots/			
*Line Ch Start Date End Date Description	Time	Days Length Week i	Rate Type Spo	ts	Amount
Start Date End Date Weekdays Spots Week: 11/27/17 12/03/17TF	<u>s/Week</u> <u>Rate</u> 3 \$200.00				
N 26 WSFA 11/30/17 12/01/17 Late Night w/ Seth	•	:30	NM	3	\$150.00
Start Date End Date Weekdays Spots Week: 11/27/17 12/03/17TF	<u>s/Week</u> <u>Rate</u> 3 \$50.00				
N 27 WSFA 12/02/17 12/09/17 NET Saturday Nigh		:30	NM	2	\$400.00
, ,	s/Week Rate	.50	Mivi	_	φ-100.00
Week: 11/27/17 12/03/171-	1 \$200.00				
Week: 12/04/17 12/10/171-	1 \$200.00				
N 28 WSFA 12/04/17 12/11/17 the voice	7-9pm	:30	NM	2	\$3,000.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots</u> Week: 12/04/17 12/10/17 1	<u>s/Week</u> <u>Rate</u> 1 \$1,500.00				
Week: 12/11/17 12/17/17 1	1 \$1,500.00	•			
N 29 WSFA 12/05/17 12/12/17 This is Us	8-9pm	:30	NM	2	\$10,000.00
	s/Week Rate				
Week: 12/04/17 12/10/17 -1 Week: 12/11/17 12/17/17 -1	1 \$5,000.00 1 \$5,000.00				
	9-10pm	:30	NM	2	\$1,600.00
	s/Week Rate	.30	14101	2	\$1,000.00
Week: 12/04/17 12/10/17 -1	1 \$800.00				
Week: 12/11/17 12/17/17 -1	1 \$800.00				
N 31 WSFA 12/06/17 12/06/17 the blacklist	658-8pm	:30	NM	1	\$600.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots</u> Week: 12/04/17 12/10/171	<u>s/Week</u> <u>Rate</u> 1 \$600.00				
N 32 WSFA 12/06/17 12/06/17 LAW & ORDER:SV		:30	NM	1	\$600.00
	s/Week Rate	.50	14141	•	φοσσ.σσ
Week: 12/04/17 12/10/171	1 \$600.00				
N 33 WSFA 11/30/17 12/01/17 Today in Alabama		:30	NM	3	\$750.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots</u> Week: 11/27/17 12/03/17TF	<u>s/Week</u> <u>Rate</u> 3 \$250.00	•			
N 34 WSFA 12/06/17 12/06/17 CHICAGO PD	9-10pm	:30	NM	1	\$800.00
	:/Week Rate	.50	1 1111	•	0000.00
Week: 12/04/17 12/10/171	1 \$800.00				
N 35 WSFA 12/01/17 12/08/17 BLINDSPOT	658-8pm	:30	NM	2	\$2,000.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots</u> Week: 11/27/17 12/03/171	<u>s/Week Rate</u> 1 \$1,000.00				
Week: 12/04/17 12/10/171	1 \$1,000.00	•			
N 36 WSFA 12/01/17 12/08/17 DATELINE NBC	810pm	:30	NM	2	\$1,030.00
Start Date End Date Weekdays Spots	· Rate				. ,
1100/11	1 \$515.00				
Week: 12/04/17 12/10/171	1 \$515.00			^	0000.00
N 37 WSFA 12/02/17 12/09/17 DATELINE SAT NI Start Date End Date Weekdays Spots	GHT MUY9-10PM s/Week Rate	:30	NM	2	\$600.00
Week: 11/27/17 12/03/171-	1 \$300.00				
Week: 12/04/17 12/10/171-	1 \$300.00	•			
N 38 WSFA 11/30/17 11/30/17 NET NFL Thursday		:30	NM	1	\$1,125.00
Start Date End Date Weekdays Spots	<u> Neek Rate</u>		1		

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Contract / Revision Alt Order # 08870837 1858711 /

Estimate # Contract Dates <u>Product</u> 6109 11/30/17 - 12/12/17 HIGHWAY 31

Original Date / Revision Advertiser / 11/29/17 11/29/17 ISS/Highway 31

*Line Ch Start Date End Date Description	Start/End Time	Days Le	Spots/ ength Week	Rate	Type Sp	oots	Amount
Start Date End Date Weekdays Spots/Week	Rate						
Week: 11/27/17 12/03/171 1	\$1,125.00		:30		NM	1	\$2,500.00
N 39 WSFA 12/07/17 12/07/17 NET NFL Thursday Game Start Date End Date Weekdays Spots/Week	720-1030p Rate		.30		14101	,	Ψ2,500.00
Week: 12/04/17 12/10/171 1	\$2,500.00						
N 40 WSFA 12/03/17 12/03/17 NFL Football	Sun 730P-1030P		:30		NM	1	\$1,125.00
Start Date         End Date         Weekdays         Spots/Week           Week: 11/27/17         12/03/17        1         1	<u>Rate</u> \$1,125.00						
N 41 WSFA 12/10/17 12/10/17 NFL Football	Sun 730P-1030P		:30		NM	1	\$1,125.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 12/04/17 12/10/171 1	<u>Rate</u> \$1,125.00						
N 42 WSFA 11/30/17 12/01/17 Today In Alabama	6a-7a		:30 .	•	NM	5	\$1,750.00
Start Date         End Date         Weekdays         Spots/Week           Week: 11/27/17         12/03/17        TF         5	<u>Rate</u> \$350.00						
N 43 WSFA 11/30/17 12/01/17 NBC Today Show	7-9am		:30		NM	5	\$1,300.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 11/27/17 12/03/17TF 5	<u>Rate</u> \$260.00						
N 44 WSFA 12/02/17 12/09/17 NBC Saturday Today Show	6-8am		:30		NM	2	\$230.00
Start Date End Date Weekdays Spots/Week	Rate						
Week: 11/27/17 12/03/171- 1 Week: 12/04/17 12/10/171- 1	\$115.00 \$115.00			•			
N 45 WSFA 12/03/17 12/10/17 NET NBC Sunday Today S			:30		NM	2	\$250.00
Start Date End Date Weekdays Spots/Week	<u>Rate</u>						
Week: 11/27/17 12/03/171 1 Week: 12/04/17 12/10/171 1	\$125.00 \$125.00						
N 46 WSFA 12/03/17 12/10/17 NET NBC Meet The Press	8-9a		:30		NM	2	\$450.00
Start Date End Date Weekdays Spots/Week	Rate						
Week: 11/27/17 12/03/171 1 Week: 12/04/17 12/10/171 1	\$225.00 \$225.00			•			
N 48 WSFA 12/04/17 12/08/17 NBC Today 2	9-10am		:30		NM	1	\$250.00
Start Date	Rate						
Week: 12/04/17 12/10/17 MTWTF 1	\$250.00		:30		NM	1	\$250.00
N 49 WSFA 12/04/17 12/08/17 NBC Today with Kathie Lee Start Date End Date Weekdays Spots/Week	Rate		.50				<b>4</b>
Week: 12/04/17 12/10/17 MTWTF 1	\$250.00					_	
N 50 WSFA 12/04/17 12/08/17 ALABAMA LIVE @ 11A	11-1130Am		:30	•	NM	2	\$150.00
Start Date         End Date         Weekdays         Spots/Week           Week: 12/04/17         12/10/17         MTWTF         2	<u>Rate</u> \$75.00						
N 51 WSFA 12/04/17 12/08/17 ALABAMA LIVE @ 1130AM	/ 1130A-12P		:30		NM	2	\$150.00
Start Date End Date Weekdays Spots/Week Week: 12/04/17 12/10/17 MTWTF 2	<u>Rate</u> \$75.00						
N 52 WSFA 12/04/17 12/08/17 WSFA 12 News at Noon	12-1230pm		:30		NM	2	\$500.00
Start Date         End Date         Weekdays         Spots/Week           Week: 12/04/17         12/10/17         MTWTF         2	<u>Rate</u> \$250.00						
N 53 WSFA 12/04/17 12/10/17 MIWIFF- 2  N 53 WSFA 12/04/17 12/08/17 NET Days of Our Lives	1230-130p		:30	<u> </u>	NM	1	\$350.00
Start Date	Rate		.00			•	,
Week: 12/04/17 12/10/17 MT 1	\$350.00				1		

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 11/29/17 / 11/29/17

*Line Ch Start Date End Date Description	Start/End Time	Spots/ Days Length Week Rate	Type Spo	ots	Amount
Start Date End Date Weekdays Spots/Week	Rate				
N 54 WSFA 12/04/17 12/08/17 RIGHT THIS MINUTES  Start Date End Date Weekdays Spots/Week  Week: 12/04/17 12/10/17 MT 2	130-2p <u>Rate</u> \$75.00	:30	NM	2	\$150.00
N 55 WSFA 12/04/17 12/08/17 HARRY <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 12/04/17 12/10/17 MT 2	2-3p <u>Rate</u> \$75.00	:30	NM	2	\$150.00
N 56 WSFA 12/04/17 12/08/17 JUDGE JUDY 2ND RUN  Start Date End Date Weekdays Spots/Week  Week: 12/04/17 12/10/17 MTW 3	3-330p <u>Rate</u> \$135.00	:30	ММ	3	\$405.00
N 57 WSFA 12/04/17 12/08/17 Today in Alabama 430am  Start Date End Date Weekdays Spots/Week  Week: 12/04/17 12/10/17 MTWTF 2	430-5a <u>Rate</u> \$25.00	:30 ,	MM	2	\$50.00
N 58 WSFA 12/04/17 12/08/17 JUDGE JUDY 1ST RUN  Start Date End Date Weekdays Spots/Week  Week: 12/04/17 12/10/17 MTWTF 3	330-4p <u>Rate</u> \$135.00	:30	ММ	3	\$405.00
N 59 WSFA 12/04/17 12/08/17 WSFA 12 NEWS AT 4PM <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 12/04/17 12/10/17 MTWTF 3	M-F 4-430P <u>Rate</u> \$135.00	:30	ММ	3	\$405.00
N 60 WSFA 12/04/17 12/08/17 WSFA 12 NEWS AT 4PM  Start Date End Date Weekdays Spots/Week  Week: 12/04/17 12/10/17 MTW 3	M-F 430-5P <u>Rate</u> \$175.00	:30	NM	3	\$525.00
N 61 WSFA 12/04/17 12/08/17 WSFA 12 News at Five  Start Date End Date Weekdays Spots/Week  Week: 12/04/17 12/10/17 MTW 3	5-530pm <u>Rate</u> \$425.00	:30	NM	3	\$1,275.00
N 62 WSFA 12/04/17 12/08/17 WSFA 12 News at Six - MF  Start Date End Date Weekdays Spots/Week Week: 12/04/17 12/10/17 MTW 3	6-630pm <u>Rate</u> \$800.00	:30	NM	3	\$2,400.00
N 63 WSFA 12/04/17 12/08/17 ENTERTAINMENT TONIGI	-11630-7p <u>Rate</u> \$350.00	:30	NM	2	\$700.00
N 64 WSFA 12/04/17 12/08/17 WSFA 12 News at Ten - MI  Start Date End Date Weekdays Spots/Week  Week: 12/04/17 12/10/17 MTWTF 3	= 10-1035pm <u>Rate</u> \$500.00	:30	NM	3	, \$1,500.00
N       65       WSFA 12/04/17       12/08/17       Today in Alabama 5am         Start Date       End Date       Weekdays       Spots/Week         Week:       12/04/17       12/10/17       MTWTF       2	5-530a <u>Rate</u> \$200.00	:30 .	NM	2	\$400.00
N       66       WSFA 12/04/17       12/08/17       Tonight Show         Start Date       End Date       Weekdays       Spots/Week         Week:       12/04/17       12/10/17       MTWTF       2	1035-1137pm <u>Rate</u> \$200.00	:30	NM	2	\$400.00
N         67         WSFA 12/04/17         12/08/17         Late Night w/ Seth Meyers           Start Date         End Date         Weekdays         Spots/Week           Week:         12/04/17         12/10/17         MTWTF         2	1137p-1237x <u>Rate</u> \$50.00	:30	NM	2	\$100.00
N 68 WSFA 12/04/17 12/08/17 Today In Alabama <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 12/04/17 12/10/17 MTWTF 3	6a-7a <u>Rate</u> \$350.00	:30	NM	3	\$1,050.00
N 69 WSFA 12/04/17 12/08/17 NBC Today Show	7-9am	:30	NM	3	\$780.00

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www.wsfa.com

Contract / Revision Alt Order # 08870837 1858711 / Estimate # Contract Dates Product HIGHWAY 31 6109 11/30/17 - 12/12/17

<u>Advertiser</u> Original Date / Revision 11/29/17 / 11/29/17 ISS/Highway 31

*Line	Ch Start E	ate End Da	te Description	l	Start/End Time	Days	Spots/ Length Week	Rate	TypeSp	ots	Amount
	Start Date : 12/04/17	End Date 12/10/17	Weekdays MTWTF	Spots/Week 3	<u>Rate</u> \$260.00			_			
	WSFA 12/04/			bama 530a	528am-6am		:30		NM	3	\$750.00
Week	Start Date :: 12/04/17	End Date 12/10/17	Weekdays MTWTF	Spots/Week 3	<u>Rate</u> \$250.00						
N 71	WSFA 12/11/		•		9-10am		:30		NM	1	\$250.00
Week	Start Date :: 12/11/17	End Date 12/17/17	Weekdays MT	Spots/Week 1	<u>Rate</u> \$250.00						
N 72	WSFA 12/11/		-	with Kathie Lee			:30		NM	1	\$250.00
Week	Start Date :: 12/11/17	End Date 12/17/17	Weekdays MT	Spots/Week 1	<u>Rate</u> \$250.00						
N 73	WSFA 12/11/			_	11-1130Am		:30		NM	1	\$75.00
Week	<u>Start Date</u> :: 12/11/17	End Date 12/17/17	Weekdays MT	Spots/Week 1	<u>Rate</u> \$75.00						
N 74	WSFA 12/11/			IVE @ 1130AM			:30		NM	1	\$75.00
Week	Start Date c: 12/11/17	End Date 12/17/17	<u>Weekdays</u> MT	Spots/Week 1	<u>Rate</u> \$75.00						
N 75	WSFA 12/11/	17 12/12/1	7 WSFA 12 N		12-1230pm		:30	•	NM	1	\$250.00
Week	Start Date c: 12/11/17	End Date 12/17/17	<u>Weekdays</u> MT	Spots/Week 1	<u>Rate</u> \$250.00						
	WSFA 12/11/	17 12/11/1	7 WSFA 12 N	ews at Five	5-530pm		:30		NM	1	\$425.00
Week	Start Date c: 12/11/17	End Date 12/17/17	<u>Weekdays</u> 1	Spots/Week 1	<u>Rate</u> \$425.00						
***************************************	WSFA 12/11/	17 12/11/1	7 WSFA 12 N	ews at Six - MF			:30		NM	1	\$800.00
Weel	Start Date c: 12/11/17	End Date 12/17/17	<u>Weekdays</u> 1	Spots/Week 1	<u>Rate</u> \$800.00						
N 78	WSFA 12/11/		7 ENTERTAIN	MENT TONIGH			:30		NM	1	\$350.00
Weel	Start Date c: 12/11/17	End Date 12/17/17	<u>Weekdays</u> 1	Spots/Week 1	<u>Rate</u> \$350.00						
N 79	WSFA 12/11/		7 WSFA 12 N	ews at Ten - MF			:30		NM	1	\$500.00
Weel	Start Date c: 12/11/17	End Date 12/17/17	<u>Weekdays</u> 1	Spots/Week 1	<u>Rate</u> \$500.00						
N 80	WSFA 12/11/		7 Today in Ala	abama 5am	5-530a		:30		NM	1	\$200.00
Weel	Start Date c: 12/11/17	End Date 12/17/17	<u>Weekdays</u> MT	Spots/Week 1	<u>Rate</u> \$200.00			•			
N 81	WSFA 12/11/		7 Tonight Sho		1035-1137pm		:30		NM	1	\$200.00
Weel	Start Date k: 12/11/17	End Date 12/17/17	<u>Weekdays</u> 1	Spots/Week 1	<u>Rate</u> \$200.00						
N 82	WSFA 12/11/		7 Late Night w	•	1137p-1237x		:30		NM	1	\$50.00
Weel	<u>Start Date</u> k: 12/11/17	End Date 12/17/17	<u>Weekdays</u> 1	Spots/Week 1	<u>Rate</u> \$50.00						
N 83	WSFA 12/11/				6a-7a		:30	•	NM	2	\$700.00
Weel	<u>Start Date</u> k: 12/11/17	End Date 12/17/17	<u>Weekdays</u> MT	Spots/Week 2	<u>Rate</u> \$350.00						
***************************************	WSFA 12/11/		•		7-9am		:30		NM	2	\$520.00
Weel	<u>Start Date</u> k: 12/11/17	End Date 12/17/17	<u>Weekdays</u> MT	Spots/Week 2	<u>Rate</u> \$260.00						

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**WSFA** 12 East Delano Ave. Montgomery, AL 36105 (334) 288-1212

www.wsfa.com

	Contract / Revision 1858711 /	Alt Order # 08870837	
Contract Dates 11/30/17 - 12/12/17	Product HIGHWAY 31	Estimate # 6109	_
Advertiser	0	riginal Date / Revision 11/29/17 / 11/29/17	-

*Line Ch Start Date End Date Description	Start/End Time	Spots/ Days Length Week Rate	Type	Spots	Amount
Start Date         End Date         Weekdays         Spots/Week           N 85 WSFA 11/30/17         12/03/17 HARRY           Start Date         End Date         Weekdays         Spots/Week           Week: 11/27/17         12/03/17TF         2	Rate 2-3p <u>Rate</u> \$75.00	:30	NM	2	\$150.00
N 86 WSFA 12/04/17 12/08/17 NET Early Today ON  Start Date End Date Weekdays Spots/Week  Week: 12/04/17 12/10/17 MTWT 2	4-430x <u>Rate</u> \$15.00	:30	NM	2	\$30.00
N         87         WSFA 12/11/17         12/12/17         NET Early Today ON           Start Date         End Date         Weekdays         Spots/Week           Week:         12/11/17         12/17/17         MT         2	4-430x <u>Rate</u> \$15.00	:30	NM	2	\$30.00
		Totals		181	\$65,575.00

**Net Amount** Agency Comm. Time Period # of Spots **Gross Amount** \$55,738.75 (\$9,836.25)\$65,575.00 11/27/17 -12/12/17 181 \$55,738.75 \$65,575.00 (\$9,836.25)Totals 181

Ciamatura	Date:
Signature:	Date.

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CREDIT AGENCY REP: TEL# 703-528-9387 CREDIT ADVISORY: AGEN ORDER WORKSHEET

ORIGINAL REV#0 \*\*\*

REP HEADLINE# 8870837 \*\*\* ORIGINAL REV#0 \*\*

FAX# 703-516-9680 REPORT FROM REP RISK !!! HARRIS

NOV29/17 13.06 \*\*\* WSFA-TV \*\*\*

# SALESMAN H RYAN EDDINS DEMASTRIE OFF.# JESSE WA-PRSN BUYER NAME SALES REP.# 100 SUITE STRATEGIES 11 STREET NW 31 ADV. NAME ISS/HIGHWAY WATERFRONT WASHINGTON 3050 K AGY. NAME # ADV AGY

INVOICE) ORDER, (LINE, EST#6109 COMMENTS: HIGHWAY

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8870837

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CONTRACT

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ORDER

WK - 2DEC12/17 FLIGHT DATES NOV30/17 PRDCT

13.06

DATE NOV29/17

REGIONAL

LOCAL

CLASS: NATL.

BILLING NEEDED CASH IN ADVANCE SCHEDULE \*\*\*\* CO-OP THANKS JASMINE FOR RYAN TAX @ 181X STATE 4 S NEW ORDER TTL \$65,575 (PLS CONFM THIS \*\*\*\* TAX CILX CON CM REP:

: TOTL: DAYS .. . WEEK :SPTS: :/WK: END START RATE •• SEC •• LGTH .. PERIOD TIME :LINE#: :LINE#:REP

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ON 12/12 PAST

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31,

HIGHWAY

0 TH-F 0 12/1 11/30 6109 I EST# \$15.00 AGENCY 361 30 Ŋ 11 38 TODAY TODAY CODE Ħ AGENCY ADVERTISER CC AGENCY PRODUCT CODE NBC EARLY NBC EARLY 400A-430A PROGRAM : CON COM1:

SUN .12/10 12/3 \$75.00 30 900A+930A .

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TH-F

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12/1 11/30 \$250.00 30 TODAY IN ALABAMA TODAY IN ALABAMA 900A-1000A PROGRAM : CON COM1: m

MEGHAN KELLEY MEGHAN KELLEY PROGRAM :

## REP: TEL# 703-528-9387 CREDIT ADVISORY: AGENCY CREDIT RISK !!! ORDER WORKSHEET HARRIS REPORT FROM REP

REP HEADLINE# 8870837 \*\*\* ORIGINAL REV#0 \*\*\*

NOV29/17 13.06 \*\*\* WSFA-TV \*\*\*

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REP HEADLINE# 8870837 \*\*\* ORIGINAL REV#0 \*\*\*

NOV29/17 13.06 \*\*\* WSFA-TV \*\*\* REP: TEL# 703-528-9387 CREDIT ADVISORY: AGENCY CREDIT RISK !!! ORDER WORKSHEET HARRIS REPORT FROM REP

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## REP: TEL# 703-528-9387 CREDIT ADVISORY: AGENCY CREDIT RISK !!! ORDER WORKSHEET HARRIS REPORT FROM REP

REP HEADLINE# 8870837 \*\*\* ORIGINAL REV#0 \*\*\*

NOV29/17 13.06 \*\*\* WSFA-TV \*\*\*

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### REP HEADLINE# 8870837 \*\*\* ORIGINAL REV#0 \*\*\*

REP: TEL# 703-528-9387
CREDIT ADVISORY: AGENCY CREDIT RISK !!!
ORDER WORKSHEET
HARRIS REPORT FROM REP

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REP HEADLINE# 8870837 \*\*\* ORIGINAL REV#0 \*\*\*

NOV29/17 13.06 \*\*\* WSFA-TV \*\*\*

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## REP: TEL# 703-528-9387 CREDIT ADVISORY: AGENCY CREDIT RISK !!! ORDER WORKSHEET HARRIS REPORT FROM REP

tep HEADLINE# 8870837
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NOV29/17 13.06 \*\*\* WSFA-TV \*\*\*

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)00A-1000A	MEGHAN KELLEY MEGHAN KELLEY	.000A-1100A	TODAY SHOW HOU TODAY SHOW HOU	.100A-1130A	ALABAMA LIVE ALABAMA LIVE	.130A-1200N	ALABAMA LIVE ALABAMA LIVE	200N-1230P	WSFA 12 NEWS P	230P-130P	DAYS OF OUR LI	30P-200P	RIGHT THIS MIN RIGHT THIS MIN	· 400E-400	HARRY HARRY	.00P-330P	JUDGE JUDX
94	PROGRAM : CON COM1:	50 1	PROGRAM : CON COM1:	51	PROGRAM : CON COM1:	52 1	PROGRAM : CON COM1:	53 1	PROGRAM : CON COM1:	54 1	PROGRAM : CON COM1:	55	PROGRAM : CON COM1:	56 2	PROGRAM : CON COM1:	57 3	PROGRAM :
	9 900A-1000A 30 \$250.00 12/4 12/8 1 M	900A-1000A 30 \$250.00 12/4 12/8 1 M : MEGHAN KELLEY : MEGHAN KELLEY	900A-1000A 30 \$250.00 12/4 12/8 1 : MEGHAN KELLEY :: MEGHAN KELLEY 1000A-1100A 30 \$250.00 12/4 12/8 1	SOOA-1000A   30   \$250.00   12/4   12/8   1	### SOOA-1000A 30 \$250.00 12/4 12/8 1    MEGHAN KELLEY	### SOOA-1000A 30 \$250.00 12/4 12/8 1  ###################################	MEGHAN KELLEY   12/4   12/8   1   1   MEGHAN KELLEY   1   MEGHAN HOUR 4   1   MEGHAN HOUR 4   1   MEGHAN HOUR 4   1   MEGHAN LIVE   MEGHAN LIVE	MEGHAN KELLEY   S250.00   12/4   12/8   1	MEGHAN KELLEY   MEGHAN KELLEY   MEGHAN KELLEY   1000A-1100A   30 \$250.00   12/4   12/8   1   TODAY SHOW HOUR 4   TODAY SHOW HOUR 4   TODAY SHOW HOUR 4   1100A-1130A   30 \$75.00   12/4   12/8   2   ALABAMA LIVE   AL	MEGHAN KELLEX   S250.00   12/4   12/8   1	MEGHAN KELLEX   S250.00   12/4   12/8   1   MEGHAN KELLEX   S250.00   12/4   12/8   1	MECHAN KELLEX   S250.00   12/4   12/8   1	MEGHAN KELLEX   12/4   12/8   1   1   1   1   1   1   1   1   1	MEGHAN KELLEX   S250.00   12/4   12/8   1   MEGHAN KELLEX   30   \$250.00   12/4   12/8   1   1   MEGHAN KELLEX   30   \$250.00   12/4   12/8   1   1   1   1   1   1   1   1   1	MEGHAN KELLEX   MEGHAN HOUR 4   MEGHAN LIVE   MEGHAN	## SECOND NOTE   12/8   12/8   1   1   1   1   1   1   1   1   1	49 800A-1000A 30 \$250.00 12/4 12/8 1  FROGRAM : MEGIAN KELLEY CON COMI: MEGIAN KELLEY SON COMI: TODAY SHOW HOUR 4 SI 11.00A-1130A 30 \$75.00 12/4 12/8 1  SON COMI: ALABAMA LIVE CON COMI: ALABAMA LIVE CON COMI: ALABAMA LIVE CON COMI: WSFA 12 NEWS AT 12P FROGRAM : WSFA 12 NEWS AT 12P CON COMI: WSFA 12 NEWS AT 12P SS 130P-200P SS 130P-200P SS 130P-200P SS 200P-300P SS 200P-300P SS 200P-300P SS 300P-300P SS 300P-30P SS 300P-300P SS 300

REP HEADLINE# 8870837 \*\*\* ORIGINAL REV#0 \*\*\*

NOV29/17 13.06 \*\*\* WSFA-TV \*\*\* REP: TEL# 703-528-9387
CREDIT ADVISORY: AGENCY CREDIT RISK !!!
ORDER WORKSHEET
HARRIS REPORT FROM REP

:TOTL:	2		m		m		<b>m</b>		m		т		0		т		N
DAYS															•		
•• ••	Z F		M		M-F		M I F		M F		MIF		M H Fi		M F		Z F
WEEKINVT	)				\	_	_		_						•		
:SPTS: :/WK:	7		m .)		ω 2		۳.		٦		т		0		m		N
END	12/8		12/8		12/8		12/8		12/8		12/8		12/8		12/8 .		12/8
START : DATE :																	
ST?	12/4		12/4		12/4		12/4		12/4		12/4		12/4		12/4		12/4
RATE	\$25.00		\$135.00		\$135.00		\$175.00		\$425.00		\$800.00		\$350.00		\$500.00		\$200.00
SEC :															.,		••
LGTH :	30	МА МА	30		30	AT 4P AT 4P	30	AT 4:30P AT 4:30P	30	AT SP AT SP	30	AT 6P AT 6P	30	TONIGHT	30	AT 10P AT 10P	30
TIME PERIOD :	30A-459A	TODAY IN ALABAMA TODAY IN ALABAMA	30P-400P	JUDGE JUDY JUDGE JUDY	00P-430P	WSFA 12 NEWS A WSFA 12 NEWS A	30P-500P	WSFA 12 NEWS A WSFA 12 NEWS A	500P-530P	WSFA 12 NEWS A WSFA 12 NEWS A	600P-630P	WSFA 12 NEWS A WSFA 12 NEWS A	630P-700P	ENTERTAINMENT ENTERTAINMENT	1000P-1035P	WSFA 12 NEWS A WSFA 12 NEWS A	500A-530A
:REP :CD:	58	PROGRAM : CON COM1:	59	PROGRAM : CON COM1:	60 4.	PROGRAM : CON COM1:	61 4	PROGRAM : CON COM1:	62 5(	PROGRAM : CON COM1:	63 6(	PROGRAM : CON COM1:	64 63	PROGRAM : CON COM1:	65 . 1(	PROGRAM : CON COM1:	66 50
: LINE#:								-		-		-		-	•	-	

TODAY IN ALABAMA TODAY IN ALABAMA

PROGRAM : CON COM1:

## REP: TEL# 703-528-9387 CREDIT ADVISORY: AGENCY CREDIT RISK !!! ORDER WORKSHEET HARRIS REPORT FROM REP

REP HEADLINE# 8870837
\*\*\* ORIGINAL REV#0 \*\*\*

NOV29/17 13.06 \*\*\* WSFA-TV \*\*\*

: TOTL:	74		73		т		т		т		∺		Н		Н		Н	
DAYS																		
	M I H		M-F		M		MIF		M-F		M-TU		M-TU		M-TU		M-TU	
WEEK			\				\								<i>\\</i>		\	
SPTS: /WK:	N		0		m		т т	•	w		Н	7	. <b>&gt;</b>		н	Ď	н	
: END : DATE	12/8		12/8		12/8		12/8		12/8		12/12		12/12		12/12		12/12	
: START : DATE	12/4		12/4		12/4		12/4		12/4		12/11		12/11		12/11		12/11	
: RATE :	\$200.00	FALLON FALLON	\$50.00		\$350.00		\$260.00		\$250.00		\$250.00		\$250.00		\$73.00		\$75.00	
LGTH : SEC	30	W JIMMY W	30	SETH MYERS SETH MYERS	30	MA MA	30		30	MA MA	30		30	R 4	30		30	
TIME PERIOD :	.035P-1135P	THE TONIGHT SHOW THE TONIGHT SHOW	.135P-1235A	LATE NIGHT W SI	600A-700A	TODAY IN ALABAMA TODAY IN ALABAMA	700A-900A	TODAY SHOW TODAY SHOW	530A-600A	TODAY IN ALABAMA TODAY IN ALABAMA	900A-1000A	MEGHAN KELLEY MEGHAN KELLEY	1000A-1100A	TODAY SHOW HOUR TODAY SHOW HOUR	1100A-11*30A	ALABAMA LIVE ALABAMA LIVE	1130A-1200N	ALABAMA LIVE
:LINE#:REP :CD: : :LINE#: :	67 1	PROGRAM : CON COM1:	. 68	PROGRAM : CON COM1:	9 69	PROGRAM : CON COM1:	7 0 7	PROGRAM : CON COM1:	7.1 5	PROGRAM : CON COM1:	7.2 9	PROGRAM : CON COM1:	73 1	PROGRAM : CON COM1:	74 • 1	PROGRAM : CON COM1:	7.5 1	PROGRAM :

## REP: TEL# 703-528-9387 CREDIT ADVISORY: AGENCY CREDIT RISK !!! ORDER WORKSHEET HARRIS REPORT FROM REP

REP HEADLINE# 8870837
\*\*\* ORIGINAL REV#0 \*\*\*

NOV29/17 13.06 \*\*\* WSFA-TV \*\*\*

	:TOTL:	Н		H		Н		1		ч		Н		Н		<b>,</b> Н		7	
	DAYS	M-TU		MON		MON		MOM		MON		M-TU		MON		· NOM		M-TU	
	S: WEEK:	2	<b>,</b>	2	<i>\</i>	24		<u>&gt;</u>	\	2:	`	>		No.		) N		Σ:	
Andrie Websterderserverserverserverserverserverserverserverserverserverserverserverserverserverserverserverser	:SPTS:	Н		Н		н	د	Н		Н		Н		H	•	Н		7	
	: END : DATE	12/12		12/11		12/11		12/11		12/11		12/12		12/11		12/11		12/12	
-	: START : DATE	12/11		12/11		12/11		12/11		12/11		12/11		12/11		. 12/11		12/11	
	: RATE	\$250.00		\$425.00		\$800.00		\$350.00		\$500.00		\$200.00		\$200.00	FALLON FALLON	.\$50.00		\$350.00	
	: LGTH : SEC	30	AT 12P AT 12P	30	AT SP AT SP	30	AT 6P AT 6P	30	TONIGHT	30	AT 10P AT 10P	30	ама ама	30	SHOW W JIMMY F? SHOW W JIMMY F?	. 30	SETH MYERS SETH MYERS	30	АМА АМА
	TIME PERIOD	200N-1230P	WSFA 12 NEWS WSFA 12 NEWS 2	500P-530P	WSFA 12 NEWS WSFA 12 NEWS 2	00P-630P	WSFA 12 NEWS WSFA 12 NEWS A	630P-700P	ENTERTAINMENT ENTERTAINMENT	1000P-1035P	WSFA 12 NEWS WSFA 12 NEWS 2	00A-530A	TODAY IN ALABAMA TODAY IN ALABAMA	035P-1135P	THE TONIGHT SI	135P-1235A	LATE NIGHT W S	600A-700A	TODAY IN ALABAMA TODAY IN ALABAMA
	:LINE#:REP :CD:	76 1	PROGRAM : CON COM1:	77 5	PROGRAM : CON COM1:	78 6	PROGRAM : CON COM1:	79 6	PROGRAM : CON COM1:	80 1	PROGRAM : CON COM1:	81 5	PROGRAM : CON COM1:	82 10	PROGRAM : CON COM1:	83 1	PROGRAM : CON COM1:	84 60	PROGRAM : CON COM1:

REP HEADLINE# 8870837 \*\*\* ORIGINAL REV#0 \*\*\*

REP: TEL# 703-528-9387
CREDIT ADVISORY: AGENCY CREDIT RISK !!!
ORDER WORKSHEET HARRIS REPORT FROM REP

NOV29/17 13.06 \*\*\* WSFA-TV \*\*\*

WEEK: DAYS :TOTL: INVT : :SPTS:	M-TU 2		M-TU		TRACT TOTAL 65575.00 TOTAL SPOTS 181	WIYC 0%
:SPTS: WE :/WK: IN	N		0		CONTRACT	WBMM 18
: END : DATE	12/12		12/12			CABL 0% W
: START : DATE	12/11		12/11			WCOV 0% C.
RATE	\$260.00		\$15.00			WAKA 43% EAKA 0%
: LGTH : SEC :	30		30			WNCF 15% ESFA 0%
PERIOD	)0A	TODAY SHOW TODAY SHOW	30A	NBC EARLY TODAY NBC EARLY TODAY		WSFA 41%
CD: TIME:	700A-900A		400A-430A	 H	65575.00	TARKET TOTALS \$159,939
:LINE#:REP : LINE#	8 5	PROGRAM CON COM	9 8	PROGRAM CON COM	)EC/17 6	1ARKET TOTA

ACCURATE SHARES

SVC- NSI SEMOS- RA35+\*

REP: TEL# 703-528-9387 CREDIT ADVISORY: AGENCY CREDIT RISK !!! ORDER WORKSHEET HARRIS REPORT FROM STATION NOV29/17 15.16 REP HEADLINE# 8870837 TRF# 1858711 S\$ APPROVED ORIGINAL REV#O \$\$\$

SALESMAN

OFF.#

REP.#

31

ADV. NAME ISS/HIGHWAY

ADV #

AGY # AGY. NAN	AGY. NAME WATERFRONT STRATEGIES	BUYER NAME JESSE DEMASTRIE
	3050 K STREET NW - SUITE 100	SALES PRSN WA- RYAN EDDINS (H)
	WASHINGTON, DC 20007	
ORDER #	CONTRACT # 8870837	CLASS: NATL. LOCAL REGIONAL
PRDCT HIGHWAY 31	EST#6109 COMMENTS: (LINE, ORDER, INVOICE	ICE)
FLIGHT DATES NOV30/17	DEC12/17 WK-2	
CITY TAXSTATE	STATE TAX CO-OP BILLING NEEDED	DATE_NOV29/17 15.16

NEW ORDER TTL \$65,575 @ 181X PLS CONFM EP:

\*\*\*\* THIS IS A CASH IN ADVANCE SCHEDULE \*\*\*\* ON CM

THANKS JASMINE FOR RYAN

CONTRACT SCHEDULED FOR GENERATION 6Р HIGHWAY 31, NO SPTS TO AIR ON 12/12 PAST CHANGES OF THIS ORDER HAVE BEEN APPROVED. OTICE: 65575.00 181 CONTRACT TOTAL TOTAL TOTAL SPOTS

### TO BE COMPLETED FOR ALL ISSUE ADVERTISEMENTS

THIS STATION DOES NOT DISCRIMINATE OR PERMIT DISCRIMINATION ON THE BASIS OF RACE OR ETHNICITY IN THE PLACEMENT OF ADVERTISING.

The Sponsor agrees to indemnify liability, including reasonable attor above-requested advertisement(s also agrees to prepare a script, station at least before	ney's fees, that may ensue from ). For the above-stated broat transcript, or tape, which wi	m the broadcast of the dcast(s), the sponsor libe delivered to the
	YUSSUE ADVERTISER (S	
11/21/17 Aune	Denntin	202-338-8700
Date	Signature	Contact Phone Number
TO BE SIGNED	D BY STATION REPRESENTA	ATIVE
☐ Accepted	☐ Accepted in Part	· 🗆 Rejected
Signature	Printed Name	Title

### AGREED UPON SCHEDULE

For All Issue Advertisements That Communicate a Message Relating to Any Political Matter of National Importance

Broadcast Length	Time of Day, Rotation or Package	Days	Class	Times per Week	Number of Weeks
As	ORNE	REN)			

Attach proposed schedule with charges (if available):

### AFTER AIRING OF BROADCASTS:

Attach invoices or Schedule Run Summary to this Form showing:

- (1) actual air time and charges for each spot;
- (2) the date(s), exact time(s) and reason(s) for Make-Good(s), if any; and
- (3) the amount of rebates given (identify exact date, time, class of broadcast and dollar amount for each rebate), if any.

Note: Because the FCC requires that the political file contain the actual time the rate for spots "communicating a political matter of national importance" air, that information should be included in the file as soon as possible. If that information is only generated monthly, the file should include the name of a contact person who can provide the times that and rates for specific spots aired. The FCC's online political files include a folder for "Terms and Disclosures." NAB suggests that, for stations subject to the online public file rule, the names of contact person(s) be placed in that folder.

### AGREEMENT FORM FOR NON-CANDIDATE/ISSUE ADVERTISEMENTS

Station and L	ocation:	anne de la companya d		Date:	
Jecre do hereby req	Jenistr uest station time	le -at	Cinized following iss	media	bryer
Broadcast Length	Time of Day, Rotation or Package	Days	Class	Times per Week	Number of Weeks
AS	020	REN)		•	
This broadca	ast time will be u	sed by:	hway 3	<u></u>	

### THIS PAGE MUST BE COMPLETED FOR PROGRAMMING THAT "COMMUNICATES A POLITICAL MATTER OF NATIONAL IMPORTANCE." FOR ALL OTHER ISSUE ADS, PLEASE GO TO PAGE 3.

Programming that "communicates a political matter of national importance" includes (1) references to legally qualified candidates (presidential, vice presidential or congressional); (2) any election to Federal office (e.g., any references to "our next senator", "our person in Washington" or "the President"); and (3) a national legislative issue of public importance (e.g., Affordable Care Act, revising the IRS tax code, federal gun control or any federal legislation).

Does	the programming (in v	/hole or in part) communicate "a message
	relating to any politic	al matter of national importance?"
	X Yes	□ No

For programming that "communicates a message relating to any political matter of national importance," list the name of the legally qualified candidate(s) the programming refers to, the offices being sought, the date(s) of the election(s) and/or the issue to which the communication refers (if applicable):

		and the second s	
Day Jones	-US Senate	- 12/12/17	

I represent that the payment for the above described broadcast time has been furnished by (name and address):

Highway 31 429 Green Springs Hung Ste-161-304 Birmingham, AL 35209

and you are authorized to announce the time as paid for by such person or entity (hereinafter referred to as the "sponsor").

List the chief executive officers or members of the executive committee or the board of directors below (or attach separately):

Edward Still Treasurer

For programming that "communicates a message relating to any political matter of national importance," attach Agreed Upon Schedule (Page 5)

CREDIT ADVISORY: ORDER WORKSHEET 1858711 \$\$\$ REP HEADLINE# 8870837 TRF# \$\$\$ MOD# 0: UNAPPROVED REV #1

REP: TEL# 703-528-9387 CREDIT ADVISORY: AGENCY CREDIT RISK !!! ORDER WORKSHEET

REDIT RISK !!!

703-516-9680

RT FROM REP NOV29/17 17.31 \*\*CHANGES\*\* \*\*\* WSFA-TV \*\*\*

17.31 # DATE NOV29/17 SALESMAN REGIONAL (H)EDDINS JESSE DEMASTRIE LOCAL RYAN OFF.# WA-CLASS: NATL BUYER NAME PRSN SALES REP.# INVOICE) BILLING NEEDED ORDER, 100 (LINE, SUITE COLOP WATERFRONT STRATEGIES 20007 COMMENTS: 8870837 MZ DC WK-2 3 3050 K STREET # ISS/HIGHWAY EST#6109 WASHINGTON CONTRACT DEC12/17 TAX NAME NAME STATE DATES NOV30/17 ADV. AGY. 31 HIGHWAY TAX # FLIGHT PRDCT # # ORDER CILX AGX ADV

REVISED ORDER
CANX 1X IN LINE 30
ADDED LINES 87-91
PREVIOUS TTL \$65,575
REVISED TTL, \$65,475
\$100 LEFT TO MG
PLS CONFM
THANKS JASMINE FOR RYAN

REP:

CON CM \*\*\*\* THIS IS A CASH IN ADVANCE SCHEDULE

STA:

HIGHWAY 31, NO SPTS TO AIR ON 12/12 PAST 6P

: TOTL: :SPTS:	
DAYS	
WEEK :	
END :SPTS: WEEK DATE : /WK: INVT	
END DATE	
START DATE	6.0
	= 61(
RATE	AGENCY EST# = 6109
	Ą
SEC	
: LGTH :	ODE = 361 = 385
PERIOD	OE
TIME	ADVER
: CD:	AGENCY ADVERTISER AGENCY PRODUCT COI
:LINE#:REP	7

Н

12/5

12/5

\$5,000.00

30

800P-900P

Ы

30

PROGRAM: THIS IS US-FALL CON COM1: THIS IS US-FALL

EP HEADLINE# 8870837 TRF# 1858711 \$\$ MOD# 0: UNAPPROVED REV #1 \$\$\$

NOV29/17 17.31 \*\*\* WSFA-TV \*\*\* REP: TEL# 703-528-9387
CREDIT ADVISORY: AGENCY CREDIT RISK !!!
ORDER WORKSHEET
HARRIS REPORT FROM REP
\*\*CHANGES\*\* \*\*

: TOTL:	П		Н		0		0		1	7 F L / O CANOM	( )   	65475.00 187				NAME	TPLE
: WEEK : DAYS : INVT :	THU	· ma	THU	>	WED	>	SAT		M−F	, c	00.000 00.000 00.000 00.000 00.000 00.000	CONTRACT TOTAL TOTAL SPOTS	% WIYC 0%			N-PROGRAM	Z-COMMENTS *-MULTIPLE
SPTS:	Н		7		0		0		Н	0 C	n	O	WBMM 1			M-MAKEGOOD	Y-DAYS Z
: END : DATE	12/7		12/7		12/6		12/9		12/8				· CABL 08			L-LENGTH 1	X-LATE Y-
: START : DATE	12/7		12/7		12/6		12/9		12/4	0.677.018	NOV30 NOV30 (2/WK) DEC3		WCOV 0% CA			DATES	T-TIME X-1
RATE	\$2,500.00		\$400.00		\$600.00		\$225.00		\$350.00		ი ი ი ი .		WAKA 43% EAKA 0%			DELETE E-EFF	S PER WEEK
: LGTH : SEC :	30	ATL ATL	30	SHT IN AMERICA	30		30		30	i	TH-F/1000 TH-F/1000 SUN/1000P NONE PROGRAM C		41% WNCF 15% ESFA 0%			C-CANCELLED DE-D	R-RATE S-SPOTS
LINE#:REP :CD: TIME PERIOD :LINE#: :	87 A 730P-1030P	PROGRAM : NFL: NO VS P CON COM1: NFL: NO VS P	88 A 630P-730P	PROGRAM : FOOTBALL NIGHT CON COM1: FOOTBALL NIGHT	89 A 800P-900P	PROGRAM : LAW & ORDER CON COM1: LAW & ORDER	90 A 900P-1000P	PROGRAM: SNL PRIME CON COM1: SNL PRIME	91 A 600A-700A	EWS EWS ERS: MHOOF	ONNEST BOIRZO MISSE BOY#24 OFFE	EC/17 65475.00	ARKET TOTALS \$159,939 WSFA	CCURATE SHARES	VC- NSI EMOS- RA35+*	OD CODE A-ADD B-BUY TYPE C	-CLASS, PLAN, SECT Q-PAID PGM

### REP: TEL# 703-528-9387 CREDIT ADVISORY: AGENORDER WORKSHEET

TRF# 1858711 #0 \$\$\$

MOD# 1: APPROVED REV HEADLINE# 8870837

표 당 양

NOV30/17 09.46 \*\*\* WSFA-TV \*\*\* -9387 AGENCY CREDIT RISK !!! HARRIS REPORT FROM STATION \*\*CHANGES\*\*

FAX# 703-516-9680

ADV # ADV. N	NAME ISS/HIGHWAY 31	REP.#	OFF.#	SALESMAN #
AGY # AGY. N	NAME WATERFRONT STRATEGIES	BUYER N	NAME JESSE DEMAS	STRIE
	3050 K STREET NW - SUITE 100	SALES	RSN WA- RYAN	EDDINS (H)
	WASHINGTON, DC 20007			
ORDER #	CONTRACT # 8870837	CLASS:	NATL. LOCAL	REGIONAL
PRDCT HIGHWAY 31	EST#6109 COMMENTS: (LINE, OF	ORDER, INVOICE)		
FLIGHT DATES NOV30/17	DEC12/17 WK-2			
CITY TAXSTATE	TE TAX CO-OP BILLING	NEEDED		DATE_NOV30/17 09.46
TA:				
ON CM **** THIS IS A	CASH IN ADVANCE SCHEDULE ****			
	SPTS TO AIR ON 12/12 PAST 6P			
RESL BUY#	630P-700P	NOV30	0.0358 80	(NOV30/17)
	1000P-1035P	0	0.003\$ SO	
	.000P-1030P	DEC3 DEC10	0s \$225.	
	1035P-1135P	NOV30	0s \$200.0	
Z#X0	1135P-1235A	NOV30(2/WK)	0.03\$ SO.0	
BUY#32	00P-800P	DEC6	0.009\$ 80	
:# X D	SAT/900P-1000P	)EC2	\$ 80	
	/630P-730P	40030	0.003\$ SO	PLS ADVISE.
	M-F/600P-630P	DEC4 (2/WK)	0.008\$ 80	
	WED/700P-800P	DEC6	0.009\$ 80	
	SAT/900P-1000P		\$300.0	
	CMT:NA DUE TO PROGRAM CHANGES.	PLEASE CONFIRM.	THANKS, DENICE	

65475.00 187

TOTAL

CONTRACT TOTAL

(NOV30/17) PLS ADVISE

\$5,000.00 \$1,125.00 \$1,500.00 \$1,350.00 \$515.00 \$510.00

DECS DEC3 DEC4 DEC5

PLEASE CONFIRM.

DEC1

CMT: NA DUE TO PROGRAM CHANGE.

65475.00

EC/17

OFFER:SUN/715P-1100P & MON/700P-900P & TUE/700P-800P & FRI/800P-1000P & FRI/800P-1000P

MISSED: TUE/800P-900P

BUY#30

UNRESL

Σ

FAX# 703-516-9680 REP: TEL# 703-528-9387

CREDIT ADVISORY: AGENCY CREDIT RISK !!!

ORDER WORKSHEET

HARRIS REPORT FROM STATION

\*\*CHANGES\*\* 
 REP HEADLINE# 8870837
 TRF# 1858711

 S\$\$ MOD# 1: APPROVED REV #0 \$\$\$

NOV30/17 09.46 \*\*\* WSFA-TV \*\*\*

WIYC 08

WBMM 18

CABL 0%

WCOV 0%

WAKA 43% EAKA 0%

WNCF 15% ESFA 0%

WSFA 418 MARKET TOTALS \$159,939

ACCURATE SHARES

SVC- NSI SEMOS- RA35+\*

### FAX# 703-516-9680 REP: TEL# 703-528-9387 CREDIT ADVISORY: AGENORDER WORKSHEET HEADLINE# 8870837 TRF# 1858711 MOD# 0: APPROVED REV #1 \$\$\$

NOV29/17 17.46 \*\*\* WSFA-TV \*\*\* FROM STATION RISK !!! REPORT F AGENCY CREDIT HARRIS

#

SALESMAN

OFF.#

REP.#

31

EP HEADLINE# 8870837 \$\$ MOD# 0: APPROVED

.46 17. DATE\_NOV29/17 REGIONAL RYAN EDDINS JESSE DEMASTRIE LOCAL WA-CLASS: NATL BUYER NAME SALES PRSN INVOICE) NEEDED ORDER, BILLING 100 (LINE, SUITE CO-OP 20007 STRATEGIES EST#6109 COMMENTS: 8870837 STREET NW DO WK-2# ISS/HIGHWAY WASHINGTON, AGY. NAME WATERFRONT CONTRACT DEC12/17 3050 K STATE TAX NAME FLIGHT DATES NOV30/17 ADV. HIGHWAY CITY TAX ORDER PRDCT # # ADV AGY

THANKS JASMINE FOR RYAN PREVIOUS TIL \$65,575 REVISED TIL, \$65,475 CANX 1X IN LINE 30 ADDED LINES 87-91 \$100 LEFT TO MG ORDER PLS CONFM REVISED

EP:

TA:

\*\*\*\* CASH IN ADVANCE SCHEDULE A, SI SIHL \*\*\*\* ON CM

CONTRACT SCHEDULED FOR GENERATION 6 P HIGHWAY 31, NO SPTS TO AIR ON 12/12 PAST CHANGES OF THIS ORDER HAVE BEEN APPROVED. OTICE:

65475.00 187 TOTAL CONTRACT TOTAL

REP: TEL# 703-528-9387

\text{REP HEADLINE# 8870837 TRF# 1858711} \text{\$\sigma\$\$ MOD# 1: APPROVED REV #0 \sigma\$\$\$

NOV30/17 11.42 \*\*\* WSFA-TV \*\*\* 703-516-9680 FROM STATION \*\*CHANGES\*\* FAX# RISK !!! REPORT F CREDIT HARRIS AGENCY CREDIT ADVISORY: ORDER WORKSHEET

11.42 # DATE NOV30/17 SALESMAN REGIONAL (H) EDDINS DEMASTRIE LOCAL RYAN OFF.# JESSE WA-CLASS: NATL. PRSN BUYER NAME SALES REP.# ORDER, INVOICE) BILLING NEEDED 100 (LINE, SUITE CO-OP STRATEGIES 20007 COMMENTS: # 8870837 STREET NW DO 37 WK - 2ISS/HIGHWAY EST#6109 WATERFRONT CONTRACT WASHINGTON DEC12/17 3050 K TAX ADV. NAME NAME STATE DATES NOV30/17 AGY. 31 HIGHWAY CITY TAX FLIGHT # # ORDER PRDCT ADV AGY

SI SIHI \*\*\*\* ON CM TA:

\*\*\*\* 6Р A CASH IN ADVANCE SCHEDULE SPTS TO AIR ON 12/12 PAST HIGHWAY 31, NO MAKEGOOD OFFERS TO PRINT O BUYS

	(NOV30/17)							PLS ADVISE.				RM.		(NOV30/17)	PLS ADVISE.					
	\$350.00	\$500.00	\$225.00	\$200.00	S	60			\$800.00	\$300.00	600	PLEASE CONFIRM		\$5,000.00	\$1,125.00	\$1,500.00	ട	\$515.00	\$510.00	S, DENICE
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	NOV30	NOV30 (2/WK)	DEC3 DEC10	NOV30	NOV30 (2/WK)	DEC6	DEC2	NOV30	DEC4 (2/WK)	DEC2	DEC4	NA DUE TO PROGRAM CH		DECS	DEC3	DEC4	DECS	DEC1	DEC1	ANGE. PLEASE CONFIRM.
:s:	E/6	TH-F/1000P-1035P	SUN/1000P-1030P	F/1	TH-F/1135P-1235A	WED/700P-800P	SAT/900P-1000P	OFFER: THU/630P-730P	& M-F/600P-630P	& SAT/900P-1000P	0	REVISE	CMT:THANKS, DENICE	SED:TUE/800P-9	OFFER: SUN/715P-1100P	· MON/700P-900P	& TUE/700P-800P	& FRI/800P-1000P	& FRI/800P-1000P	CMT: NA DUE TO PROGRAM CHANGE.
TATION MAKEGOOD OFFERS	BUY#20	BUY#21	BUY#24	BUY#26	BUY#27	BUY#32	BUX#38							BUY#30						
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PLEASE CONFIRM. CMT: NA DUE TO PROGRAM CHANGE. **ড** ড 65475.00 EC/17

65475.00 187 TOTAL CONTRACT TOTAL REP: TEL# 703-528-9387
CREDIT ADVISORY: AGENCY CREDIT RISK !!!
ORDER WORKSHEET
HARRIS REPORT FROM STATION
\*\*CHANGES\*\* REP HEADLINE# 8870837 TRF# 1858711 \$\$\$ MOD# 1: APPROVED REV #0 \$\$\$

FAX# 703-516-9680

NOV30/17 11.42 \*\*\* WSFA-TV \*\*\*

WIYC 08 WBMM 18 CABL 0% WCOV 0% WAKA 43% EAKA 0% WNCF 15% ESFA 0% WSFA 418 1ARKET TOTALS \$159,939

ACCURATE SHARES

SVC- NSI DEMOS- RA35+\*

703-528-938 REP: TEL#

1858711 \$\$\$

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MOD# 1: UNAPPROVED REV #1

8870837

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\* \* CHANGES \* \* FROM REP RISK !!! REPORT F CREDIT HARRIS AGENCY CREDIT ADVISORY: ORDER WORKSHEET

NOV30/17 12 \*\*\* WSFA-TV

703-516-9680

FAX#

2.34 NOV30/17 SALESMAN REGIONAL (H) EDDINS DATE DEMASTRIE LOCAL RYAN OFF.# JESSE ΜÀ CLASS: NATL PRSN NAME BUYER SALES REP.# INVOICE) NEEDED ORDER, BILLING 100 (LINE, SUITE CO-OP STRATEGIES 20007 8870837 COMMENTS: MΖ DC WK-2 37 STREET # ISS/HIGHWAY WATERFRONT WASHINGTON, EST#6109 CONTRACT DEC12/17 X 3050 TAX NAME NAME STATE DATES NOV30/17 ADV. AGY. HIGHWAY TAX FLIGHT ORDER PRDCT CILX ADV

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REVISED ORDER M2-3 OKD AS LINES

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HIGHWAY 31,

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PLEASE CONFIRM. PROGRAM CHANGES. OH DUE NA OFFER. 11/30 REVISED (THANKS, DENICE REPLACEMENT FOR NFL PRE-GAME PROGRAM: ORD COM1: ORD COM2: ORD C

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DECA ON LINE:	\$800.00	TO PROGRAM 2-95	\$300.00	TO PROGRAM 2-95	\$600.00	TO PROGRAM 2-95	\$500.00		\$225.00		\$200.00	FALLON FALLON	\$50.00		\$5,000.00		\$1,125.00	NGE. PLEASE CONFIRM. LINE-30 FOR 1 SPOT/WK
FOR NAME OF OR	30	GP NEWS ISED OFFER. NA DUE ENICE ADE UP OF LINES 9	30	SHT LIVE SD OFFER. NA DUE CCE UP OF LINES 93	30	ID OFFER. NA DUE CCE UP OF LINES 9	30	S AT 10P S AT 10P	30	S AT 10P SUN	30	SHOW W JIMMY SHOW W JIMMY	30	7 SETH MYERS 7 SETH MYERS	30	-FALL .	30	CL CHA ON
NE POCESENT	600P-630P	WSFA M-F 6P NEU 11/30 REVISED ( THANKS, DENICE MAKEGOOD MADE UI	900P-1000P	SATURDAY NIGHT 11/30 REVISED C THANKS, DENICE MAKEGOOD MADE UI	900P-1000P	THE WALL 11/30 REVISED O THANKS, DENICE MAKEGOOD MADE UP	1000P-1035P	WSFA 12 NEWS WSFA 12 NEWS	1000P-1030P	WSFA 12 NEWS WSFA 12 NEWS	1035P-1135P	THE TONIGHT	1135P-1235A	LATE NIGHT W	800P-900P	THIS'IS US-F	715P-1100P	SUNDAY NFL NA DUE TO F MAKE-GOOD FC
C	93 A	PROGRAM: ORD COM1: ORD COM2: PART OF A	94 A	PROGRAM : ORD COM1: ORD COM2: PART OF A	95 A	PROGRAM: ORD COM1: ORD COM2: PART OF A	21 S	PROGRAM : CON COM1:	2.4 S	PROGRAM : CON COM1:		PROGRAM : CON COM1:	27 S	PROGRAM : CON COM1:	30 S	PROGRAM : CON COM1:	96 A	PROGRAM : ORD COM1: THIS IS A

REP: TEL# 703-528-9387
CREDIT ADVISORY: AGENCY CREDIT RISK !!!
ORDER WORKSHEET
HARRIS REPORT FROM REP
\*\*CHANGES\*\* \*\*\* WSFA-TV \*\*\*

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: RATE :	\$1,500.00	PLEASE CONFIRM. 96-100	\$1,350.00	PLEASE CONFIRM. 96-100	\$515.00	PLEASE CONFIRM. 96-100	\$510.00	PLEASE CONFIRM. 96-100	\$600.00		\$300.00	\$300.00	
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NOV30/17 12.34 \*\*\* WSFA-TV \*\*\* REP: TEL# 703-528-9387
CREDIT ADVISORY: AGENCY CREDIT RISK !!!
ORDER WORKSHEET

\*\*CHANGES\*\* \*'

EP HEADLINE# 8870837 TRF# 1858711 \$\$ MOD# 1: UNAPPROVED REV #1 \$\$\$

WEEK: DAYS :TOTL: INVT: :SPTS:	В В В В В В В В В В В В В В В В В В В	, DENICE CONTRACT TOTAL 65475.00
END :SPTS: DATE : /WK:	HA HO S S S S S S S S S S S S S S S S S S	THANKS
E : START : : DATE :	NOV30 NOV30(2/WK) DEC3 DEC10 NOV30 NOV30 DEC6 NOV30 DEC2 NOV30 DEC4(2/WK) DEC4 DEC5 DEC5 DEC5 DEC5 DEC5 DEC5 DEC5 DEC5	GE. PLEASE CONFIRM
PERIOD : LGTH : SEC : RATE : :		CMT:NA DUE TO PROGRAM CHANGE
LINE#:REP :CD: TIME F : LINE#: :	TATION MAKEGOOD OFFERS:  M2 OK'D BUY#21 BUY#21 BUY#24 BUY#26 BUY#27 BUY#37 BUY#37 M3 OK'D BUY#30	EC/17 65475.00

\*-MULTIPLE

Z-COMMENTS

Y-DAYS

X-LATE

T-TIME

N-PROGRAM NAME

M-MAKEGOOD

L-LENGTH

C-CANCELLED DE-DELETE E-EFF DATES S-SPOTS PER WEEK

R-RATE

Q-PAID PGM

-CLASS, PLAN, SECT OD CODE A-ADD

B-BUY TYPE

%

EAKA

%

ESFA

CCURATE SHARES

VC- NSI EMOS- RA35+\*

EP HEADLINE# 8870837 TRF# 1858711 \$\$ MOD# 1: APPROVED REV #1 \$\$\$

REP: TEL# 703-528-9387 CREDIT ADVISORY: AGENCY CREDIT RISK !!! ORDER WORKSHEET HARRIS REPORT FROM STATION NOV30/17 13.08

AGY, NAME WARERINGTON, DESCRIPTION   STATES PRON WAS DESCRIPTION   11)   MARKED OF STATES PRON WAS DESCRIPTION   11)   MARKED OF STATES PRON WAS DESCRIPTION   11)   MARKED OF STATES PRON WAS DESCRIPTION   110,000	ADV #	ADV.	NAME ISS/HIGHWAY 31	REP.#	OFF.#	SALESMAN #
## CONTRACT # 887087 NATL. LOCAL REGIONAL HIGHWAY 31 EST# GOVERN NATL. LOCAL REGIONAL HIGHWAY 31 EST# GOVERN NATL CO-OP BILLING NEEDED DELIZATION NATL STATE TAX CO-OP BILLING NEEDED DELIZATION NATL STATE TAX CO-OP BILLING NEEDED DELIZATION NATL SERVICES OF THIS SOCIETY NATURE SORTH NATURE STATE TAX CO-OP BILLING NEEDED DELIZATION NATURE SORTH NATURE STATE TAX CO-OP BILLING NEEDED DELIZATION NATURE SORTH NATURE STATE TAX CO-OP BILLING NEEDED DELIZATION NATURE SORTH NATU	#		WATERFRONT STRATEGIE	BUYER	JESSE	
##GENERAL DEC 20007  ##GENERAL DEC 20007  TAMES NOV30/17 DEC12/17 WR-2  TAMES DEC12/17 WR-2  THENKS JABNINE FOR RYAN  ***** THIS IS A CASH IN ADVANCE SCHEDULE *****  HIGHWAY 31, NO SPFS TO AIR ON 12/12 PAST 6P  CHARGES OF THIS ORDER HAND BEEN AFROVED. CONTRACT SCHEDULED FOR GENERATION  KND BUYLS OFFERS: WEST OFFERS: WEND			K STREET NW - SUIT	00 SALE	RSN WA- RYAN	) SNIGG
##ICHWAY 31  ##ICH			, DC 200			
T DATES   NOV30/17   DEC12/17   WK-2   CO-OP BILLING NEEDED   DATE   NOV30/17   13.0			# 887083	Ø	NATE.	REGIONAL
TEXESTED OF THE TAX CO-OP BILLING NEEDED CONTRACT SCHEDULED FOR GENERATION THANKS JASHINE FOR RYAN STATE TAX CO-OP BILLING NEEDED CONTRACT SCHEDULED FOR GENERATION THE ORDER HAVE BEEN APPROVED. CONTRACT SCHEDULED FOR GENERATION STATE OF THE F/1000P-1035P NOV30 DEC3 DEC3 DEC3 DEC3 DEC3 DEC3 DEC3 DEC3	PRDCT H1	m	6109 COMMENTS:	, ORDER,		
REVISED ORDER   PAX   CO-OF BILLING NEEDED   DATE NOV30/17 13.0	FLIGHT DA	NOV30/1	DEC12/17 WK-			
### PEVISED ORDER  MACHOSED ORDER  MACHOS SALINES 92-100  TITL SAME, \$65,475  THANKS JASMINE FOR RYAM  **** THIS IS A CASH IN ADVANCE SCHEDULE *****  HIGHWAY 31, NO SPTS TO ALK ON 12/12 PAST 6P  CHANGES OF FERS:  MAKEGOOD OFFERS:  BUY#20 MISSED TH-F/1030P-700P  BUY#21 TH-F/1035P-1135P  BUY#22 BUY#22 BUY#20 BU	TY TAX	ST	TAX CO-OP B		I	NOV30/17 13.0
**** THIS IS A CASH IN ADVANCE SCHEDULE *****  HIGHWAY 31, NO SPTS TO AIR ON 12/12 PAST 6P CHANGES OF THIS ORDER HAVE BEEN APPROVED. CONTRACT SCHEDULED FOR GENERATION MAKEGODD OFFERS:  BUY#22  BUY#24  BUY#25  BUY#27  BUY#37  BUY#38  OFFER: HUGOP-1035P  BUY#38  OFFER: HUGOP-1035P  BUY#38  OFFER: HUGOP-1035P  BUY#39  OFFER: HUGOP-1035P  BUY#39  OFFER: HUGOP-1035P  BUY#39  OFFER: HUGOP-1035P  BUY#30  OFFER: HUGOP-1035P  CMT: HANKS, DENICE  CMT:	A Z H G H	0 \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \	NES 92-1 475 FOR RYA			
### ##################################						
HIGHWAY 31, NO SPTS TO AIR ON 12/12 PAST 6P  CHANGES OF THIS ORDER HAVE BEEN APPROVED. CONTRACT SCHEDULED FOR GENERATION  MAKEGOOD OFFERS:  K'D BUY#20	* ₩	I SIHI ***	CASH IN ADVANCE SCHEDULE **	*		
NOV30		37 OF T	SPTS TO AIR ON 12/12 PAST 6 ORDER HAVE BEEN APPROVED.	SCHEDULED	GENERATION	
BUY#21 TH-F/1000P-1035P BUY#24 BUY#24 BUY#24 TH-F/1100P-1035P BUX#27 BUY#27 BUY#27 TH-F/1135P-1135P NOV30 (2/WK) 30S \$500.00 BUY#27 BUY#38 BUY#37 WED/700P-800P BUY#38 BUY#37 WED/700P-800P BUY#38 BUY#38 BUY#38 BUY#38 BUY#39 BUY#38 BUY#39 BUY#39 BUY#39 BUY#39 BUY#38 BUY#39 BUX#39 BUY#39 BUX#39 BUY#39 BUY	32,	# (	MISSED:TH-F/630P-70	m	.03880.	(NOV30/17)
BUY#24 SUN/1000P-1030P DEC3 DEC10 30S \$225.00  BUY#26 TH-F/1035P-1135P NOV30  BUY#32 WED/700P-800P  BUY#38 OFFER:THU/630P-700P  & MISSED:TUE/800P-1000P  CMT:THANKS, DENICE  DEC5 SOC	) )	101	TH-F/1000P-103	NOV30 (2/WK)	002\$ \$000.	
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BUY#32 WED/700P-800P DECC2 BUY#38 OFFER:THU/630P-1000P DECC4 DECC4 SAT/900P-1000P DECC4 SAT/900P-630P SAT/900P-630P SAT/900P-1000P SE M-F/600P-630P SAT/900P-1000P DECC2 SAT/900P-1000P DECC3 SASO0.00 PLS CMT:11/30 REVISED OFFER. NA DUE TO PROGRAM CHANGES. PLEASE CONFIRM. CMT:THANKS, DENICE CMT:THANKS, DENICE DECC3 SASO0.00  OFFER:SUN/715P-1100P DECC3 SASO0.00 NOV OFFER:SUN/715P-1100P DECC4 SASO0.00 SASO0.00 SASO0.00 NOV OFFER:SUN/715P-1100P DECC4 SASO0.00 NOV OFFER:SUN/715P-1100P DECC4 SASO0.00 SASO0.00 CNT:NA DUE TO PROGRAM CHANGE. PLEASE CONFIRM. THANKS, DENICE CMT:NA DUE TO PROGRAM CHANGE. PLEASE CONFIRM. THANKS, DENICE		A1 .	-F/1135P-123	0	0.5 \$50.0	
OFFER: THANKS, DENICE  CMT: THANKS, DENICE  CMT: TOPP-800P  CDEC4 (2/WK)  CMT: THANKS, DENICE  CMT: TOPP-800P  CMT: THANKS, DENICE  CMT: TOPP-800P  CFFER: SUN/715P-1100P  CMT: TOPP-800P  CMD: TOPP-800P  CMD		Y A	7002-800	DEC 6	.008 4600.	
*** MANY 900P-1000P**  *** SATY 900P-1000P**  *** SATY 900P-1000P**  *** MONY 900P-1000P**  *** CMT:11/30 REVISED OFFER. NA DUE TO PROGRAM CHANGES. PLEASE CONFIRM.  CMT:THANKS, DENICE  *** CMT:THANKS, DENICE  CMT:THANKS, DENICE  *** MONY 700P-900P**  *** MONY 700P-900P**  *** DEC3**  *** CMNY 700P-900P**  *** DEC4**  *** SOS \$5,000.00 PLS  *** CMNY 700P-900P**  *** FRI/800P-1000P**  *** FRI/800P-1000P**  CMT:NA DUE TO PROGRAM CHANGE. PLEASE CONFIRM. THANKS, DENICE		١.	001-3006/186 01-3006/186	NOCA	08 \$500.	ADVIS
**SAT/900P-1000P**  ** CMT:11/30 REVISED OFFER. NA DUE TO PROGRAM CHANGES. PLEASE CONFIRM.  **CMT:11/30 REVISED OFFER. NA DUE TO PROGRAM CHANGES. PLEASE CONFIRM.  **CMT:THANKS, DENICE  **CMT:THANKS, DENICE  **CMT:THANKS, DENICE  **CMT:THANKS, DENICE  **CMT:THANKS, DENICE  **CMT:MANKS, DENICE  **CMT:MAN			& M-F/600P-630	2	008\$ \$00.	
**MON/900P-1000P**  **CMT:11/30 REVISED OFFER. NA DUE TO PROGRAM CHANGES. PLEASE CONFIRM.  **CMT:THANKS, DENICE  **CMT:THANKS, DENICE  **CMT:THANKS, DENICE  **CMT:THANKS, DENICE  **CMT:THANKS, DENICE  **CMT:THANKS, DENICE  **CMT:MANKS, DENI			SAT/900P-10		0S \$300.	
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**D BUY#30 MISSED:TUE/800P-900P DECS 30S \$5,000.00 (NOV OFFER:SUN/715P-1100P DEC3 30S \$1,125.00 PLS			11/30 REVISED OFFER. FHANKS, DENICE	DUE TO PROGRAM	ES. PLEASE C	Ĺτι
OFFER:SUN/715P-1100P  & MON/700P-900P  & TUE/700P-800P  & FRI/800P-1000P  & FRI/800P-1000P  DEC1  & FRI/800P-1000P  DEC1  A08 \$1,125.00  PLS  \$1,125.00  PLS  \$21,125.00  PLS  \$21,135.00  PLS  \$	OK'D	BUY#30	SSED: TUE/800P-900	U	\$5,000.	MON)
MON/700P-900P TUE/700P-800P DEC5 FRI/800P-1000P DEC1 FRI/800P-1000P DEC1 SOS \$1,500 \$1,350. FRI/800P-1000P DEC1 SOS \$515.00 FRI/800P-1000P DEC1 SOS \$510.00			FFER: SUN/715P-11	DEC3	\$1,125.	O PLS
TUE/700P-800P DEC5 30S \$1,350. FRI/800P-1000P DEC1 30S \$515.00 FRI/800P-1000P DEC1 30S \$510.00 :NA DUE TO PROGRAM CHANGE. PLEASE CONFIRM. THANKS, DENICE			700P-90	DEC4	\$1,500.	00
FRI/800P-1000P BECL BECL 30S \$515.0 FRI/800P-1000P BECL BECL BECL 30S \$510.0 SOP 1000P BECL BEEN BECL BEEN THANKS, DENICE TO PROGRAM CHANGE. PLEASE CONFIRM. THANKS, DENICE			TUE/700P-80	DECS	\$1,350.	00
INA DUE TO PROGRAM CHANGE. PLEASE CONFIRM. THANKS, DENIC			FRI/800P-10	DEC1	\$515.0	
			NA DUE TO PROGRAM	PLEASE	HANKS, DENIC	

:EP HEADLINE# 8870837 TRF# 1858711 \$\$ MOD# 1: APPROVED REV #1 \$\$\$

REP: TEL# 703-528-9387
CREDIT ADVISORY: AGENCY CREDIT RISK !!!
ORDER WORKSHEET
HARRIS REPORT FROM STATION NOV30/17 13.08

CONTRACT TOTAL TOTAL

65475.00 186

## Contract Agreement Between:



**WSFA** 12 East Delano Ave. Montgomery, AL 36105 (334) 288-1212

www.wsfa.com

And:

Greer, Margolis, & Mitchell 1010 Wisconsin Ave Suite 800 Washington, DC 20007

## ONTRACT

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	Contract / Rev	<u>/ision</u>	1	Alt Order #		
	1858711	1	ŀ	08870837		
Product						
HIGHWAY 31						
Contract Dates	Estimate #					
11/30/17 - 12/12/17	6109					
<u>Advertiser</u>			Ori	ginal Date /	Revision	
ISS/Highway 31	•		1	2/04/17	/ 12/04/17	
	Billing Cycle	Billing	Cale	<u>endar</u>	Cash/Trade	
	EOM/EOC	Broado	ast		Cash	
	Property	Accour	nt E	xecutive	Sales Office	
	WSFA	Ryan E	Eddi	ns	HRP-Washingto	
	Special Handl	ing				
	Demographic					
	Adults 35+					
	Agy Code	Advert	iser	Code	Product 1/2	
		361			385	
	Agency Ref	1		Advertiser	Ref	
	•					

	Start/End	Spots/		
*Line Ch Start Date End Date Description	Time	Days Length Week Rate	Type Spots	Amount
1 WSFA 12/03/17 12/10/17 WSFA News Sunday AM <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 11/27/17 12/03/171 1  Week: 12/04/17 12/10/171 1	9-930a <u>Rate</u> \$75.00 \$75.00	:30	NM 2	\$150.00
2 WSFA 11/30/17 12/01/17 NBC Today 2 <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 11/27/17 12/03/17TF 2	9-10am <u>Rate</u> \$250.00	:30	NM 2	\$500.00
3 WSFA 11/30/17 12/01/17 NBC Today with Kathie Lee  Start Date End Date Weekdays Spots/Week Week: 11/27/17 12/03/17TF 2	10-11am <u>Rate</u> \$250.00	:30	NM 2	\$500.00
4 WSFA 11/30/17 12/01/17 ALABAMA LIVE @ 11A <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 11/27/17 12/03/17TF 3	11-1130Am <u>Rate</u> \$75.00	:30	NM 3	\$225.00
5 WSFA 11/30/17 12/01/17 ALABAMA LIVE @ 1130AM <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 11/27/17 12/03/17TF 3	1130A-12P <u>Rate</u> \$75.00	:30	NM 3	\$225.00
6 WSFA 11/30/17 12/01/17 WSFA 12 News at Noon  Start Date	12-1230pm <u>Rate</u> \$250.00	:30	NM 3	\$750.00
7 WSFA 11/30/17 12/01/17 NET Days of Our Lives <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 11/27/17 12/03/17TF 1	1230-130p <u>Rate</u> \$350.00	:30	NM 1	\$350.00
8 WSFA 11/30/17 12/01/17 RIGHT THIS MINUTES <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 11/27/17 12/03/17TF 2	130-2p <u>Rate</u> \$75.00	:30	NM 2	\$150.00
10 WSFA 11/30/17 12/01/17 JUDGE JUDY 2ND RUN <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 11/27/17 12/03/17TF 3	3-330p <u>Rate</u> \$135.00	:30	NM 3	\$405.00
11 WSFA 11/30/17 12/01/17 Today in Alabama 430am	430-5a	:30	NM 2	\$50.00

(\* Line Transactions: N = New, E = Edited, D = Deleted)

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Alt Order # Contract / Revision 08870837 1858711 **Contract Dates** Product Estimate # 6109 11/30/17 - 12/12/17 HIGHWAY 31

Original Date / Revision <u>Advertiser</u> 12/04/17 / 12/04/17 ISS/Highway 31

	Start/End	Spots/			
*Line Ch Start Date End Date Description	Time	Days Length Week . Rate	TypeSp	ots	Amount
Start Date         End Date         Weekdays         Spots/Week           Week: 11/27/17         12/03/17        TF         2	<u>Rate</u> \$25.00				
12 WSFA 11/30/17 12/01/17 JUDGE JUDY 1ST RUN	330-4p	:30	MM	3	\$405.00
Start Date         End Date         Weekdays         Spots/Week           Week: 11/27/17         12/03/17        TF         3	<u>Rate</u> \$135.00				
13 WSFA 11/30/17 12/01/17 WSFA 12 NEWS AT 4PM	M-F 4-430P	:30	NM	3	\$405.00
Start Date         End Date         Weekdays         Spots/Week           Week: 11/27/17         12/03/17        TF         3	<u>Rate</u> \$135.00	•			
14 WSFA 11/30/17 12/01/17 WSFA 12 NEWS AT 4PM	M-F 430-5P	:30	NM	3	\$525.00
Start Date End Date Weekdays Spots/Week	Rate				
Week: 11/27/17 12/03/17TF 3	\$175.00				04 700 00
15 WSFA 11/30/17 12/01/17 WSFA 12 News at Five	5-530pm	:30	NM	4	\$1,700.00
Start Date End Date Weekdays Spots/Week Week: 11/27/17 12/03/17TF 4	<u>Rate</u> \$425.00		i		
16 WSFA 11/30/17 12/01/17 WSFA 12 News at Six - MF	6-630pm	:30	NM	4	\$3,200.00
Start Date	<u>Rate</u>	•	]		
Week: 11/27/17 12/03/17TF 4	\$800.00				
17 WSFA 12/02/17 12/09/17 WSFA 12 News at Six-Sat	Sa 6-7pm	:30	NM	2	\$400.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 11/27/17 12/03/171- 1	<u>Rate</u> \$200.00		l		
Week: 12/04/17 12/10/171- 1	\$200.00		l		
18 WSFA 12/03/17 12/10/17 WSFA 12 News at Five-Su	n Su 5-530p	:30	NM	2	\$450.00
Start Date	Rate				
Week: 11/27/17 12/03/171 1	\$225.00	•	l		
Week: 12/04/17 12/10/171 1	\$225.00			_	
19 WSFA 11/30/17 12/01/17 ENTERTAINMENT TONIG Start Date End Date Weekdays Spots/Week	H1630-7p Rate	:30	NM	2	\$700.00
Week: 11/27/17 12/03/17TF 3	\$350.00				
Spot Ch Date Range Description	Start/End Time	Weekdays Length Rate	<u>Type</u>		
1 WSFA 11/27/17-12/03/17 ENTERTAINMENT TONIG	H1630-7p	ThF :30 \$350.00	NM		
Credited					
20 WSFA 11/30/17 12/01/17 WSFA 12 News at Ten - MI	•	:30	NM	2	\$1,000.00
Start Date End Date Weekdays Spots/Week Week: 11/27/17 12/03/17TF 4	<u>Rate</u> \$500.00				
Spot Ch Date Range Description	Start/End Time	Weekdays Length Rate	Type		
1 WSFA 11/27/17-12/03/17 WSFA 12 News at Ten - N	1F 10-1035pm	ThF :30 \$500.00	NM		
Credited					
3 WSFA 11/27/17-12/03/17 WSFA 12 News at Ten - N	1F 10-1035pm	ThF :30 \$500.00	NM		
Credited	. 40 4000	.20	NM	2	\$700.00
21 WSFA 12/02/17 12/09/17 WSFA 12 News at Ten - Sa Start Date End Date Weekdays Spots/Week	Rate	:30	INIVI	2	\$700.00
Week: 11/27/17 12/03/171 1	\$350.00				
Week: 12/04/17 12/10/171- 1	\$350.00				
22 WSFA 11/30/17 12/01/17 Today in Alabama 5am	5-530a	:30	NM	3	\$600.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 11/27/17 12/03/17TF 3	<u>Rate</u> \$200.00				
		:30	NM	Ω	\$0.00
23 WSFA 12/03/17 12/10/17 WSFA 12 News at Ten - St	iii iu-iusupiii	.30	LAIA1	0	φυ.υυ

<sup>(\*</sup> Line Transactions: N = New, E = Edited, D = Deleted)

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broadcast to reach its viewers.

This station does not discriminate in advertising contracts on the basis of race or ethnicity. Any provision in any order or agreement for advertising that purports to discriminate on the basis of race or ethnicity, even if handwritten, typed or otherwise made a part of a particular contract, is hereby rejected.

12/04/17

/ 12/04/17



WSFA 12 East Delano Ave. Montgomery, AL 36105 (334) 288-1212

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	100	minghway 31		
	0	0.11		
41' 01 01 15 1 5 15 1 5 1 1	Start/End	Spots/		
*Line Ch Start Date End Date Description	Time	Days Length Week Rate	Type Spots	Amount
Start Date End Date Weekdays Spots/Week				
Week: 11/27/17 12/03/171 1	\$225.00	· ·		
Spot Ch Date Range Description	Start/End Time	Weekdays Length Rate	<u>Type</u>	
1 WSFA 11/27/17-12/03/17 WSFA 12 News at Ten - S	Sun 10-1030pm	St :30 <del>\$225.00</del>	NM	
Credited Week: 12/04/17 12/10/171 1	\$20E 00			
Spot Ch Date Range Description	\$225.00 Start/End Time	Weekdown Longth Bate	Type	
2 WSFA 12/04/17-12/10/17 WSFA 12 News at Ten - S		<u>Weekdays Length Rate</u> St :30 \$225.00	NM	
Credited	sun 10-1030pm	.30 <del>0223:00</del>	74177	
	1020= 11D	.20 4	NIM 2	\$450.00
24 WSFA 12/03/17 12/10/17 Late News Start Date End Date Weekdays Spots/Week	1030p-11P Rate	:30	NM 2	\$450.00
Week: 11/27/17 12/03/171 1	\$225.00			
Week: 12/04/17 12/10/171 1	\$225.00			
25 WSFA 11/30/17 12/01/17 Tonight Show	1035-1137pm	:30	NM 2	\$400.00
Start Date End Date Weekdays Spots/Week	,	.30	14101 2	\$400.00
Week: 11/27/17 12/03/17TF 3	\$200.00			
Spot Ch Date Range Description	Start/End Time	Weekdays Length Rate	Type	
1 WSFA 11/27/17-12/03/17 Tonight Show	1035-1137pm	ThF :30 \$200.00	NM	
Credited	•		1	
26 WSFA 11/30/17 12/01/17 Late Night w/ Seth Meyers	1137p-1237x	:30	NM 1	\$50.00
Start Date End Date Weekdays Spots/Week	Rate	.00		*******
Week: 11/27/17 12/03/17TF 3	\$50.00			
Spot Ch Date Range Description	Start/End Time	Weekdays Length Rate	<u>Type</u>	
1 WSFA 11/27/17-12/03/17 Late Night w/ Seth Meyers	s 1137p-1237x	ThF :30 \$50.00	NM	
Credited				
3 WSFA 11/27/17-12/03/17 Late Night w/ Seth Meyers	s 1137p-1237x	ThF :30 <b>\$</b> 50.00	NM	
Credited				
27 WSFA 12/02/17 12/09/17 NET Saturday Night Live	1030p-1203x	:30	NM 2	\$400.00
Start Date End Date Weekdays Spots/Week	Rate			
Week: 11/27/17 12/03/171- 1	\$200.00			
Week: 12/04/17 12/10/171- 1	\$200.00			
28 WSFA 12/04/17 12/11/17 the voice	7-9pm	:30	NM 2	\$3,000.00
Start Date End Date Weekdays Spots/Week	Rate			
Week: 12/04/17 12/10/17 1 1 Week: 12/11/17 12/17/17 1 1	\$1,500.00	* <b>4</b>		
	\$1,500.00			
29 WSFA 12/05/17 12/12/17 This is Us	8-9pm	:30	NM 0	\$0.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 12/04/17 12/10/17 -1 1	Rate			
Week: 12/04/17 12/10/17 -1 1 <u>Spot Ch Date Range</u> Description	\$5,000.00 Start/End Time	Weekdays Langth Bata	Tuna	
1 WSFA 12/04/17-12/10/17 This is Us	8-9pm	<u>Weekdays Length Rate</u> -Tu :30 \$5,000.00	<u>Type</u> NM	
Credited	6- <del>9</del> pm	-1u30 <del>\$0,000.00</del>	IVIVI	
Week: 12/11/17 12/17/17 0	\$0.00			
30 WSFA 12/05/17 12/12/17 Chicago med	· · · · · · · · · · · · · · · · · · ·	.30	NM 2	\$1,600.00
Start Date End Date Weekdays Spots/Week	9-10pm Rate	:30	TAIN) 2	φ1,000.00
Week: 12/04/17 12/10/17 -1 1	\$800.00			
Week: 12/11/17 12/17/17 -1 1	\$800.00			
31 WSFA 12/06/17 12/06/17 the blacklist	658-8pm	:30	NM 0	\$0.00
Start Date End Date Weekdays Spots/Week	Rate	.30	INIVI	φυ.υυ
Start Date Line Date 440040043 Opoto/44664	ivare		ı	

ISS/Highway 31

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 Advertiser
 .
 Original Date / Revision

 ISS/Highway 31
 12/04/17 / 12/04/17

*Line Ch Start Date End Date Description	Start/End Time	Spots/ Days Length Week	Rate Type	Spots	Amount
Start Date         End Date         Weekdays         Spots/Week           Week: 12/04/17         12/10/17        1         1           Spot Ch         Date Range         Description           1 WSFA 12/04/17-12/10/17         the blacklist           Credited         Credited	Rate \$600.00 <u>Start/End Time</u> 658-8pm	Weekdays Length	<u>Rate Type</u> \$600.00 NM		
32 WSFA 12/06/17 12/06/17 LAW & ORDER:SVU  Start Date End Date Weekdays Spots/Week  Week: 12/04/17 12/10/171 1	8-9pm <u>Rate</u> \$600.00	:30	NM	1	\$600.00
33 WSFA 11/30/17 12/01/17 Today in Alabama 530a  Start Date End Date Weekdays Spots/Week Week: 11/27/17 12/03/17TF 3	528am-6am <u>Rate</u> \$250.00	:30	NM	3	\$750.00
34 WSFA 12/06/17 12/06/17 CHICAGO PD  Start Date End Date Weekdays Spots/Week Week: 12/04/17 12/10/171 1	9-10pm <u>Rate</u> \$800.00	:30	NM	1	\$800.00
35 WSFA 12/01/17 12/08/17 BLINDSPOT  Start Date End Date Weekdays Spots/Week  Week: 11/27/17 12/03/171 1  Week: 12/04/17 12/10/171 1	658-8pm <u>Rate</u> \$1,000.00 \$1,000.00	:30	NM	2	\$2,000.00
36 WSFA 12/01/17 12/08/17 DATELINE NBC  Start Date End Date Weekdays Spots/Week  Week: 11/27/17 12/03/171 1  Week: 12/04/17 12/10/171 1	810pm <u>Rate</u> \$515.00 \$515.00	:30	, NM	2	\$1,030.00
37 WSFA 12/02/17 12/09/17 DATELINE SAT NIGHT MU  Start Date End Date Weekdays Spots/Week  Week: 11/27/17 12/03/171- 1  Spot Ch Date Range Description  1 WSFA 11/27/17-12/03/17 DATELINE SAT NIGHT MU	Y9-10PM <u>Rate</u> \$300.00 <u>Start/End Time</u>	:30  Weekdays Lengthsa :30	NM <u>Rate Type</u> \$300.00 <i>NM</i>	1	\$300.00
Credited Week: 12/04/17 12/10/171- 1	\$300.00		•		
38 WSFA 11/30/17 11/30/17 NET NFL Thursday Game  Start Date End Date Weekdays Spots/Week Week: 11/27/17 12/03/171 1	720-1030p <u>Rate</u> \$1,125.00	:30	NM	1	\$1,125.00
39 WSFA 12/07/17 12/07/17 NET NFL Thursday Game  Start Date	720-1030p <u>Rate</u> \$2,500.00	:30	NM	1	\$2,500.00
40 WSFA 12/03/17 12/03/17 NFL Football  Start Date End Date Weekdays Spots/Week  Week: 11/27/17 12/03/171 1	Sun 730P-1030P Rate \$1,125.00	:30	, NM	1	\$1,125.00
41 WSFA 12/10/17 12/10/17 NFL Football  Start Date End Date Weekdays Spots/Week  Week: 12/04/17 12/10/171 1	Sun 730P-1030P <u>Rate</u> \$1,125.00	:30	NM	1	\$1,125.00
42 WSFA 11/30/17 12/01/17 Today In Alabama <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 11/27/17 12/03/17TF 5	6a-7a <u>Rate</u> \$350.00	:30	NM	5	\$1,750.00
43 WSFA 11/30/17 12/01/17 NBC Today Show <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 11/27/17 12/03/17TF 5	7-9am <u>Rate</u> \$260.00	:30	NM	5	\$1,300.00

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 Contract / Revision
 Alt Order #

 1858711 /
 08870837

 Contract Dates
 Product
 Estimate #

 11/30/17 - 12/12/17
 HIGHWAY 31
 6109

*Line Ch Start Date End Date Description	Start/End Time	Spots/ Days Length Week Rate	TypeS	Spots	Amount
Start Date End Date Weekdays Spots/Week	Rate		T		
44 WSFA 12/02/17 12/09/17 NBC Saturday Today Show  Start Date End Date Weekdays Spots/Week  Week: 11/27/17 12/03/171- 1		:30	NM	2	\$230.00
Week: 12/04/17       12/10/17      1-       1         45 WSFA 12/03/17       12/10/17 NET NBC Sunday Today Shart Date       Start Date       Weekdays       Spots/Week         Week: 11/27/17       12/03/17      1       1		:30	NM	2	\$250.00
Week: 12/04/17 12/10/171 1 46 WSFA 12/03/17 12/10/17 NET NBC Meet The Press	\$125.00 8-9a	:30	NM	2	\$450.00
Start Date         End Date         Weekdays         Spots/Week           Week: 11/27/17         12/03/17        1         1           Week: 12/04/17         12/10/17        1         1	<u>Rate</u> \$225.00 \$225.00				
48 WSFA 12/04/17 12/08/17 NBC Today 2 <u>Start Date                                  </u>	9-10am <u>Rate</u> \$250.00	:30	NM	1	\$250.00
49 WSFA 12/04/17 12/08/17 NBC Today with Kathie Lee  Start Date End Date Weekdays Spots/Week Week: 12/04/17 12/10/17 MTWTF 1	10-11am <u>Rate</u> \$250.00	:30	NM	1	\$250.00
50 WSFA 12/04/17 12/08/17 ALABAMA LIVE @ 11A  Start Date	11-1130Am <u>Rate</u> \$75.00	:30	NM	2	\$150.00
51 WSFA 12/04/17 12/08/17 ALABAMA LIVE @ 1130AM <u>Start Date                                  </u>	1130A-12P <u>Rate</u> \$75.00	:30	NM	2	\$150.00
52       WSFA 12/04/17       12/08/17       WSFA 12 News at Noon         Start Date       End Date       Weekdays       Spots/Week         Week: 12/04/17       12/10/17       MTWTF       2	12-1230pm <u>Rate</u> \$250.00	:30	NM	2	\$500.00
53 WSFA 12/04/17 12/08/17 NET Days of Our Lives <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 12/04/17 12/10/17 MT 1	1230-130p <u>Rate</u> \$350.00	:30	NM	1	\$350.00
54 WSFA 12/04/17         12/08/17         RIGHT THIS MINUTES           Start Date         End Date         Weekdays         Spots/Week           Week: 12/04/17         12/10/17         MT         2	130-2p <u>Rate</u> \$75.00	:30	NM	2	\$150.00
55 WSFA 12/04/17 12/08/17 HARRY <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 12/04/17 12/10/17 MT 2	2-3p <u>Rate</u> \$75.00	:30	NM	2	\$150.00
56 WSFA 12/04/17 12/08/17 JUDGE JUDY 2ND RUN <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 12/04/17 12/10/17 MTW 3	3-330p <u>Rate</u> \$135.00	:30	NM	3	\$405.00
57 WSFA 12/04/17       12/08/17       Today in Alabama 430am         Start Date       End Date       Weekdays       Spots/Week         Week: 12/04/17       12/10/17       MTWTF       2	430-5a <u>Rate</u> \$25.00	:30	NM	2	\$50.00
58 WSFA 12/04/17 12/08/17 JUDGE JUDY 1ST RUN <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 12/04/17 12/10/17 MTWTF 3	330-4p <u>Rate</u> \$135.00	:30	NM	3	\$405.00
59 WSFA 12/04/17 12/08/17 WSFA 12 NEWS AT 4PM	M-F 4-430P	:30	NM	3	\$405.00

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	Contract / Revision 1858711 /	Alt Order # 08870837
Contract Dates	Product	Estimate #
11/30/17 - 12/12/17	HIGHWAY 31	6109

| Advertiser | Original Date / Revision |
| ISS/Highway 31 | 12/04/17 | 12/04/17

*Line Ch Start Date End Date Description	Start/End Time	Days Le	Spots/	Rate	Type S	nots	Amount
Start Date End Date Weekdays Spots/Week	Rate	Dayo Lo	ngur woon		T	<b>P</b> • • • • • • • • • • • • • • • • • • •	
Week: 12/04/17 12/10/17 MTWTF 3  60 WSFA 12/04/17 12/08/17 WSFA 12 NEWS AT 4PM	\$135.00 M-F 430-5P		:30		NM	3	\$525.00
Start DateEnd DateWeekdaysSpots/WeekWeek: 12/04/1712/10/17MTW3	<u>Rate</u> \$175.00						
61 WSFA 12/04/17 12/08/17 WSFA 12 News at Five Start Date End Date Weekdays Spots/Week	5-530pm <u>Rate</u>		:30		NM	3	\$1,275.00
Week: 12/04/17 12/10/17 MTW 3	\$425.00		-00		NM	3	\$2,400.00
62 WSFA 12/04/17 12/08/17 WSFA 12 News at Six - MF  Start Date End Date Weekdays Spots/Week  Week: 12/04/17 12/10/17 MTW 3	8800.00		:30		INIVI	3	ψ2, <del>4</del> 00.00
63 WSFA 12/04/17 12/08/17 ENTERTAINMENT TONIGH Start Date End Date Weekdays Spots/Week	Rate		:30		NM	2	\$700.00
Week: 12/04/17 12/10/17 MT 2  64 WSFA 12/04/17 12/08/17 WSFA 12 News at Ten - MF	\$350.00		:30		NM	3	\$1,500.00
Start Date End Date Weekdays Spots/Week Week: 12/04/17 12/10/17 MTWTF 3	Rate \$500.00		.30		IVIVI	J	ψ1,000.00
65 WSFA 12/04/17 12/08/17 Today in Alabama 5am  Start Date End Date Weekdays Spots/Week  Week: 12/04/17 12/10/17 MTWTF 2	5-530a <u>Rate</u> \$200.00		:30		NM	2	\$400.00
66 WSFA 12/04/17 12/08/17 Tonight Show <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 12/04/17 12/10/17 MTWTF 2	1035-1137pm <u>Rate</u> \$200.00		:30		NM	2	\$400.00
67 WSFA 12/04/17 12/08/17 Late Night w/ Seth Meyers  Start Date End Date Weekdays Spots/Week  Week: 12/04/17 12/10/17 MTWTF 2	1137p-1237x <u>Rate</u> \$50.00		:30		NM	2	\$100.00
68 WSFA 12/04/17 12/08/17 Today In Alabama <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 12/04/17 12/10/17 MTWTF 3	6a-7a <u>Rate</u> \$350.00		:30		NM	3	\$1,050.00
69 WSFA 12/04/17 12/08/17 NBC Today Show Start Date End Date Weekdays Spots/Week	7-9am Rate		:30		NM	3	\$780.00
Week: 12/04/17 12/10/17 MTWTF 3	\$260.00						
70 WSFA 12/04/17 12/08/17 Today in Alabama 530a <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 12/04/17 12/10/17 MTWTF 3	528am-6am <u>Rate</u> \$250.00		:30		NM	3	\$750.00
71 WSFA 12/11/17 12/12/17 NBC Today 2	9-10am		:30		NM	1	\$250.00
Start Date         End Date         Weekdays         Spots/Week           Week: 12/11/17         12/17/17         MT         1	<u>Rate</u> \$250.00						
72 WSFA 12/11/17 12/12/17 NBC Today with Kathie Lee  Start Date End Date Weekdays Spots/Week  Week: 12/11/17 12/17/17 MT 1	10-11am <u>Rate</u> \$250.00		:30	•	NM	1	\$250.00
73 WSFA 12/11/17 12/12/17 ALABAMA LIVE @ 11A  Start Date	11-1130Am Rate \$75.00		:30		NM	1	\$75.00
74 WSFA 12/11/17 12/12/17 ALABAMA LIVE @ 1130AM <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 12/11/17 12/17/17 MT 1	1130A-12P <u>Rate</u> \$75.00		:30	•	NM	1	\$75.00

(\* Line Transactions: N = New, E = Edited, D = Deleted)

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	Contract / Revision	Alt Order #	1
	1858711 /	08870837	
Contract Dates	Product '	Estimate #	
11/30/17 - 12/12/17	HIGHWAY 31	6109	

Original Date / Revision Advertiser 12/04/17 / 12/04/17 ISS/Highway 31

	Start/End	Spots/		
*Line Ch Start Date End Date Description	Time	Days Length Week Rate	Type Spots	Amount
Start Date End Date Weekdays Spots/Week	<u>Rate</u>			
75 WSFA 12/11/17 12/12/17 WSFA 12 News at Noon	12-1230pm	:30	NM 1	\$250.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 12/11/17 12/17/17 MT 1	<u>Rate</u> \$250.00			
76 WSFA 12/11/17 12/11/17 WSFA 12 News at Five	5-530pm	:30	AURA 4	6405.00
Start Date End Date Weekdays Spots/Week	5-530pm Rate	:30	NM 1	\$425.00
Week: 12/11/17 12/17/17 1 1	\$425.00			
77 WSFA 12/11/17 12/11/17 WSFA 12 News at Six - MF	6-630pm	:30	NM 1	\$800.00
Start Date End Date Weekdays Spots/Week	Rate	•		
Week: 12/11/17 12/17/17 1 1	\$800.00			
78 WSFA 12/11/17 12/11/17 ENTERTAINMENT TONIGH		:30	NM 1	\$350.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 12/11/17 12/17/17 1 1	<u>Rate</u> \$350.00			
79 WSFA 12/11/17 12/11/17 WSFA 12 News at Ten - MF		:30	NM 1	\$500.00
Start Date End Date Weekdays Spots/Week	Rate	.30	14141	\$500.00
Week: 12/11/17 12/17/17 1 1	\$500.00			
80 WSFA 12/11/17 12/12/17 Today in Alabama 5am	5-530a	:30	NM 1	\$200.00
Start Date End Date Weekdays Spots/Week	Rate			
Week: 12/11/17 12/17/17 MT 1	\$200.00			
81 WSFA 12/11/17 12/11/17 Tonight Show	1035-1137pm	:30	NM 1	\$200.00
Start Date         End Date         Weekdays         Spots/Week           Week: 12/11/17         12/17/17         1         1	<u>Rate</u> \$200.00			
82 WSFA 12/11/17 12/11/17 Late Night w/ Seth Meyers	1137p-1237x	:30	NM 1	\$50.00
Start Date End Date Weekdays Spots/Week	Rate	.50	14101	\$50.00
Week: 12/11/17 12/17/17 1 1	\$50.00	•		
83 WSFA 12/11/17 12/12/17 Today in Alabama	6a-7a	:30	NM 2	\$700.00
Start Date         End Date         Weekdays         Spots/Week           Week: 12/11/17         12/17/17         MT         2	Rate			
	\$350.00			
84 WSFA 12/11/17 12/12/17 NBC Today Show Start Date End Date Weekdays Spots/Week	7-9am Rate	:30	NM 2	\$520.00
Week: 12/11/17 12/17/17 MT 2	\$260.00			
85 WSFA 11/30/17 12/03/17 HARRY	2-3p	:30	NM 2	\$150.00
Start Date End Date Weekdays Spots/Week	Rate		-	0.00.00
Week: 11/27/17 12/03/17TF 2	\$75.00			
86 WSFA 12/04/17 12/08/17 NET Early Today ON	4-430x	:30	NM 2	\$30.00
Start Date         End Date         Weekdays         Spots/Week           Week: 12/04/17         12/10/17         MTWT         2	Rate			
	\$15.00			
87 WSFA 12/11/17 12/12/17 NET Early Today ON Start Date End Date Weekdays Spots/Week	4-430x Rate	:30	NM 2	\$30.00
Week: 12/11/17 12/17/17 MT 2				
88 WSFA 12/07/17 12/07/17 NET NFL Thursday Game	720-1030p	:30	NM 1	\$2,500.00
Start Date End Date Weekdays Spots/Week	<u>Rate</u>			<del>-</del> ,
Week: 12/04/17 12/10/17T 1	\$2,500.00			
N 89 WSFA 12/07/17 12/07/17 NFL Kickoff	Thu 630-730p	:30	NM 1	\$400.00
Start Date         End Date         Weekdays         Spots/Week           Week: 12/04/17         12/10/17        T         1	<u>Rate</u> \$400.00			
N 90 WSFA 12/06/17 12/06/17 Wednesday Hour 2		.20		<b>###</b>
14 30 WOLA 12/00/17 12/00/17 Wednesday mouf 2	8-9pm	:30	NM 1	\$600.00

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www.wsfa.com

Contract / Revision Alt Order# 08870837 1858711 /

Product Contract Dates <u>Estimate #</u> 11/30/17 - 12/12/17 HIGHWAY 31 6109

<u>Advertiser</u> Original Date / Revision / 12/04/17 12/04/17 ISS/Highway 31

*Line Ch Start Date End Date Description	Start/End Time	Spots/ Days Length Week Rate	Type Spots	Amount
Start Date         End Date         Weekdays         Spots/Week           Week: 12/04/17         12/10/17        w         2           Spot Ch         Date Range         Description           2 WSFA         12/04/17-12/10/17         Wednesday Hour 2           Credited         Credited	<u>Rate</u> \$600.00 <u>Start/End Time</u> <i>8-9pm</i>	<u>Weekdays</u> <u>Length</u> <u>Rate</u> W :30 \$600.00	<u>Type</u> NM	
N 91 WSFA 12/09/17 12/09/17 Saturday Hour 3  Start Date	9-10PM Rate \$225.00 Start/End Time 9-10PM	:30 <u>Weekdays Length Rate</u> Sa :30 \$225.00	NM 1 <u>Type</u> <i>NM</i>	\$225.00
Credited           92 WSFA 12/04/17         12/10/17         Today In Alabama           Start Date         End Date         Weekdays         Spots/Week           Week: 12/04/17         12/10/17         MTWTF         1	6a-7a <u>Rate</u> \$350.00	:30	NM 1	\$350.00
93 WSFA 11/30/17 11/30/17 NET NFL Thursday Pre-Ga Start Date End Date Weekdays Spots/Week Week: 11/27/17 12/03/17T 1		:30	<b>NM</b> 1	\$500.00
94 WSFA 12/04/17 12/10/17 WSFA 12 News at Six - MF	6-630pm <u>Rate</u> \$800.00	:30	NM 2	\$1,600.00
95 WSFA 12/02/17 12/02/17 Saturday Hour 3 <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 11/27/17 12/03/17S- 1	9-10PM <u>Rate</u> \$300.00	:30	<b>NM</b> 1	\$300.00
96 WSFA 12/04/17 12/04/17 Monday Hour 3 <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 12/04/17 12/10/17 M 1	9-10pm <u>Rate</u> \$600.00	:30	NM 1	\$600.00
97         WSFA 12/03/17         12/03/17         NFL Football           Start Date         End Date         Weekdays         Spots/Week           Week: 11/27/17         12/03/17        S         1	Sun720p-1030p <u>Rate</u> \$1,125.00	:30	NM 1	\$1,125.00
98 WSFA 12/04/17 12/04/17 the voice  Start Date End Date Weekdays Spots/Week  Week: 12/04/17 12/10/17 M 1	7-9pm <u>Rate</u> \$1,500.00	:30	NM 1	\$1,500.00
99 WSFA 12/05/17 12/05/17 The Voice <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 12/04/17 12/10/17 -T 1	658-8pm <u>Rate</u> \$1,350.00	:30	NM 1	\$1,350.00
100 WSFA 12/01/17       12/01/17       dateline nbc         Start Date       End Date       Weekdays       Spots/Week         Week: 11/27/17       12/03/17      F       1	8-10pm <u>Rate</u> \$515.00	:30	NM 1	\$515.00
101 WSFA 12/01/17       12/01/17       dateline nbc         Start Date       End Date       Weekdays       Spots/Week         Week: 11/27/17       12/03/17      F       1	8-10pm <u>Rate</u> \$510.00	:30	NM 1	\$510.00
N 102 WSFA 12/05/17 12/10/17 WSFA 12 News at Six - MF  Start Date End Date Weekdays Spots/Week  Week: 12/04/17 12/10/17 -TWTF 1	6-630pm <u>Rate</u> \$800.00	:30	NM 1	\$800.00
N 103 WSFA 12/09/17	1203-103x <u>Rate</u> \$25.00	:30	<b>NM</b> 1	\$25.00

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Print Date 12/04/17

Page 9 of 9



**WSFA** 12 East Delano Ave. Montgomery, AL 36105 (334) 288-1212

www.wsfa.com

Signature:

Alt Order# Contract / Revision 08870837 1858711 / Contract Dates Product Estimate # HIGHWAY 31 6109 11/30/17 - 12/12/17 Original Date / Revision <u>Advertiser</u> 40104147

			Į	ISS/Highway	31		12/04/17 / 1	2/04/17
*Line Ch Start Da	ate End Date De	ecription	Start/End Time	Days	Spot Length Wee		Type Spots	Amount
	End Date Week			Days	Longar vvcc	· · · · · · ·	Турс ороко	7 111100111
				Totals	}		186	\$65,475.00
Time Period	# of Spots	Gross Amount	Agency Comm.	Net Ar	mount	•		
11/27/17 -12/12/17	186	\$65,475.00	(\$9,821.25)	\$55,6	53.75			
Totals	186	\$65,475.00	(\$9,821.25)	\$55,6	53.75			

Date: \_\_\_

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AGENCY REP: TEL# 703-528-9387 CREDIT ADVISORY: AGEN ORDER WORKSHEET

703-516-9680

FAX#

\*\*\* WSFA-TV \*\*\* DEC4/17 10.34 RISK !!! REPORT FROM STATION \*\*CHANGES\*\* CREDIT HARRIS TRF# 1858711 MOD# 2: APPROVED REV #0 \$\$\$ REP HEADLINE# 8870837

ADV #	ADV.	NAME	ADV. NAME ISS/HIGHWAY 31	REP.#	OFF.# SALESMAN #	#
AGY #	AGY.	NAME	AGY. NAME WATERFRONT STRATEGIES	BUYER NAME JESSE DEMASTRIE	SE DEMASTRIE	
			3050 K STREET NW - SUITE 100	SALES PRSN WA-	RYAN EDDINS (H)	
			WASHINGTON, DC 20007			
ORDER #			CONTRACT # 8870837	CLASS: NATL.	LOCAL REGIONAL	
PRDCT HIGHWAY 31	31	National Address in the Commence of the Commen	EST#6109 COMMENTS: (LINE, ORDER, INVOICE)	ICE)		
FLIGHT DATES NOV30/17	V30/1.	7	DEC12/17 WK-2			
CITY TAX	s.	STATE TAX	rax CO-OP BILLING NEEDED		DATE_DEC4/17 10.34	10.34

TA:

A CASH IN ADVANCE SCHEDULE SH SIHL \*\*\*\*  $\Sigma$ NON

ON 12/12 PAST AIR J,O SPTS OZ HIGHWAY 31,

6Р MISSED: WED/800P-900P TATION MAKEGOOD OFFERS: M4 UNRESL BUY#89 BUY#89 TO PRINT 10 BUYS

DEC6
DEC9
DEC5
DEC5
30S \$225.00
DEC5
30S \$800.00
DEC9
TO REACH PROGRAM AND ONLY 2 BREAKS THANKS, DENICE SAT/900P-1000P
OFFER:TU-F/600P-630P
& SAT/1200M-100A
CMT:NA DUE TO 3 SPOTS ORDERED CMT: PROGRAM. PLEASE CONFIRM.

PLS ADVISE (DEC4/17)

IN EACH

CONTRACT

65475.00 )EC/17

65475.00 186 TOTAL % WIYC TOTAL ₩ ₩ WBMM о % CABL 0/0 WCOV 43% %% WAKA EAKA WNCF 15% ESFA 0% 418 WSFA \$159,939 1ARKET TOTALS

ACCURATE SHARES

VC- NSI

DEMOS- RA35+\*

EP HEADLINE# 8870837 TRF# 1858711 \$\$ MOD# 2: UNAPPROVED REV #1 \$\$\$

REP: TEL# 703-528-9387
CREDIT ADVISORY: AGENCY CREDIT RISK !!!
ORDER WORKSHEET

\*\*CHANGES\*\*

FAX# 703-516-9680

DEC4/17 11.54 \*\*\* WSFA-TV \*\*\*

ADV #	ADV.	NAME	ADV. NAME ISS/HIGHWAY 31	REP.#	OFF.#	SALESMAN #	
AGY #	AGY.	NAME	AGY. NAME WATERFRONT STRATEGIES	BUYER NAME JESSE DEMASTRIE	SSE DEMASTE	RIE	
			3050 K STREET NW - SUITE 100	SALES PRSN WA-	- RYAN EDDINS (H)	(H)	
			WASHINGTON, DC 20007				
ORDER #		***************************************	CONTRACT # 8870837	CLASS: NATL.	LOCAL	REGIONAL	
PRDCT HIGHWAY 31	3.1		EST#6109 COMMENTS: (LINE, ORDER, INVOICE)	ICE)			
FLIGHT DATES NOV30/17	730/17	7	DEC12/17 WK-2				
CITY TAX	S	STATE TAX	rax CO-OP BILLING NEEDED		DA	DATE DEC4/17 11.54	

6Р HIGHWAY 31, NO SPTS TO AIR ON 12/12 PAST

\*\*\*\* THIS IS A CASH IN ADVANCE SCHEDULE \*\*\*\*

ON CM

TA:

M4 OKD AS LINES 101-102 TTL SAME, \$65,475 PLS CONFM THANKS JASMINE FOR RYAN

REVISED ORDER

EP:

:TOTL:		1		Ħ	
DAYS				(fr.	
		WED		TU-F	
WEEKINVT			·		БАСН
:SPTS: :/WK:	and the second second	7	CHIPCONIPCTOR MANAGERISCO	н	Z H
END : DATE :		12/6	•	12/8	BREAKS
		12		12	Z X
START	6109	12/6	•	12/5	AND ONLY
	= 61	Т		-	SRAM SE NWK
RATE	AGENCY EST#	\$600.00		\$800.00	FOR EACH PROGRAM THANKS, DENICE 89 FOR 1 SPOT/WK 90 FOR 1 SPOT/WK
	AG	UF		0}	1 1
: LGTH : SEC	E = 361 385	30	•	30	6P NEWS. 3 SPOTS ORDERED FO PLEASE CONFIRM. TH FOR DEC6 ON LINE-89 FOR DEC9 ON LINE-90
TIME PERIOD	AGENCY ADVERTISER CODE = AGENCY PRODUCT CODE = 385	800P-900P	: LAW & ORDER : LAW & ORDER	600P-630P	WSFA M-F 6P NA DUE TO 3 PROGRAM. PLE MAKE-GOOD FOR
LINE#:REP :CD: :LINE#:	AGEN	S 6 8	· PROGRAM : CON COM1:	101 A	PROGRAM: ORD COMI: ORD COM2: THIS IS A THIS IS A

703-516-9680 RISK !!! REPORT FROM REP \*\*CHANGES\*\* AGENCY CREDIT HARRIS REP: TEL# 703-528-9387 CREDIT ADVISORY: AGENORDER WORKSHEET

1858711 \$\$\$

TRF#

MOD# 2: UNAPPROVED REV #1

HEADLINE# 8870837

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DEC4/17 11.54 \*\*\* WSFA-TV \*\*

: TOTL:	ᆏ		М	
DAYS				
	SAT		SAT	
WEEK		EACH		
:SPTS: :/WK:	1	E Z H	H	
		AKS		
END	12/9	ET WEEK-END NA DUE TO 3 SPOTS ORDERED FOR EACH PROGRAM AND ONLY 2 BREAKS IN PROGRAM. PLEASE CONFIRM. THANKS, DENICE AKEGOOD MADE UP OF LINES 101-102	12/9	
	17	7 E	H	
START	O)	NO O	a	
S	12/9	Z Z	12/9	
		OGRAN I C E		
RATE	0	1 PROGR DENICE	0.0	
R.	\$25.00	FOR EACH THANKS, 101-102	\$225.00	
	Ś	FOR THAI 101-	ŝŷ	
: LGTH : SEC :		SRED RM. VES		
: HJ	30	ORDE ONFIF	30	
H G	( )	POTS SE CO	` ' '	
		3 SE		
ERIC	10A	TK-EN TO WE BOD MA	0 O P	PRIME PRIME
TIME PERIOD	1200M-100A	ET WEEK-END NA DUE TO 3 SPOTS ORDERE PROGRAM. PLEASE CONFIRM. AKEGOOD MADE UP OF LINES	900P-1000P	SNL PRIME SNL PRIME FFERS:
	1200	Σ	900E	SP
: CD:	Ø	PROGRAM: ET WEEK-END ORD COM1: NA DUE TO 3 SPOTS ORDERE ORD COM2: PROGRAM. PLEASE CONFIRM. PART OF A MAKEGOOD MADE UP OF LINES	ഗ	PROGRAM: SNL PR CON COM1: SNL PR TATION MAKEGOOD OFFERS:
:REP : :LINE#:	102	PROGRAM ORD COM1 ORD COM2 PART OF	0 6	SROGE SON C
LINE#:REP :LINE	Н	ш О О ш		I ON
LH				TAT

DEC6
DEC9
DEC5
DEC5
S225.00
DEC5
30S
\$800.00
DEC9
TOWN SECONO
30S
\$25.00
FOR EACH PROGRAM AND ONLY 2 BREAKS THANKS, DENICE & SAT/1200M-100A CMT:NA DUE TO 3 SPOTS ORDERED CMT: PROGRAM. PLEASE CONFIRM. 65475.00 EC/17

SAT/900P-1000P OFFER:TU-F/600P-630P MISSED: WED/800P-900P

BUY#89 BUY#90

OK'D

% O WIYC WBMM 18 % CABL % WCOV 4 8 8 8 WAKA EAKA WNCF 15% ESFA 0% 41% WSFA \$159,939 TOTALS ARKET

65475.00 186

TOTAL SPOTS

TOTAL CONTRACT

PLS ADVISE

IN EACH

(DEC4/17)

SHARES CCURATE

EMOS- RA35+\* ISZ VC-

\*-MULTIPLE N-PROGRAM NAME Z-COMMENTS M-MAKEGOOD Y-DAYS L-LENGTH X-LATE DE-DELETE E-EFF DATES T-TIME S-SPOTS PER WEEK C-CANCELLED R-RATE Q-PAID PGM B-BUY TYPE -CLASS, PLAN, SECT A-ADD OD CODE

DEC4/17 12.04 \*\*\* WSFA-TV \*\*\* REP: TEL# 703-528-9387
CREDIT ADVISORY: AGENCY CREDIT RISK !!!
ORDER WORKSHEET HARRIS REPORT FROM STATION EP HEADLINE# 8870837 TRF# 1858711 \$\$ MOD# 2: APPROVED REV #1 \$\$\$

FAX# 703-516-9680

ADV. NAME ISS/HIGHWAY 31	REP.#	OFF.#SALESMAN #
AGY # AGY. NAME WATERFRONT STRATEGIES	BUYER NAME JI	JESSE DEMASTRIE
3050 K STREET NW - SUITE 100	SALES PRSN WA	WA- RYAN EDDINS (H)
WASHINGTON, DC 20007		
ORDER # CONTRACT # 8870837	CLASS: NATL.	LOCAL REGIONAL
PRDCT HIGHWAY 31 EST#6109 COMMENTS: (LINE, ORDER, INVOICE)	(CE)	
FLIGHT DATES NOV30/17 DEC12/17 WK-2		
CITY TAX STATE TAX CO-OP BILLING NEEDED		DATE DEC4/17 12.04
EP: REVISED ORDER M4 OKD AS LINES 101-102 TIL SAME, \$65,475 PLS CONFM THANKS JASMINE FOR RYAN		
TA:		
ON CM **** THIS IS A CASH IN ADVANCE SCHEDULE ****		
HIGHWAY 31, NO SPTS TO AIR ON 12/12 PAST 6P  CHANGES OF THIS ORDER HAVE BEEN APPROVED. CONTRACT SCHEDULED IATION MAKEGOOD OFFERS:  MA OK'D BUY#89 MISSED:WED/800P-1000P  BUY#90 OFFER:TU-F/600P-630P  & SAT/1200M-100A  CMT:NA DUE TO 3 SPOTS ORDERED FOR EACH PROCENT: PROGRAM. PLEASE CONFIRM. THANKS, DENT	ULED FOR GENERATION 30S \$6 30S \$2 30S \$2 30S \$2 PROGRAM AND ONLY 2 DENICE	\$600.00 (DEC4/17) \$225.00

65475.00 186

CONTRACT TOTAL TOTAL